PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 1 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JANUARY 1, 1921



A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL TORONTO WINNIPEG VANCOUVER

Edmonton District:
Revillon Wholesale Limited
Edmonton

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.



An All-Year Seller

WE do not know where the idea originated—but it is a fact that some merchants regard Dye Soaps as "Season Sellers"—a proposition that "goes big" only in the Summer.

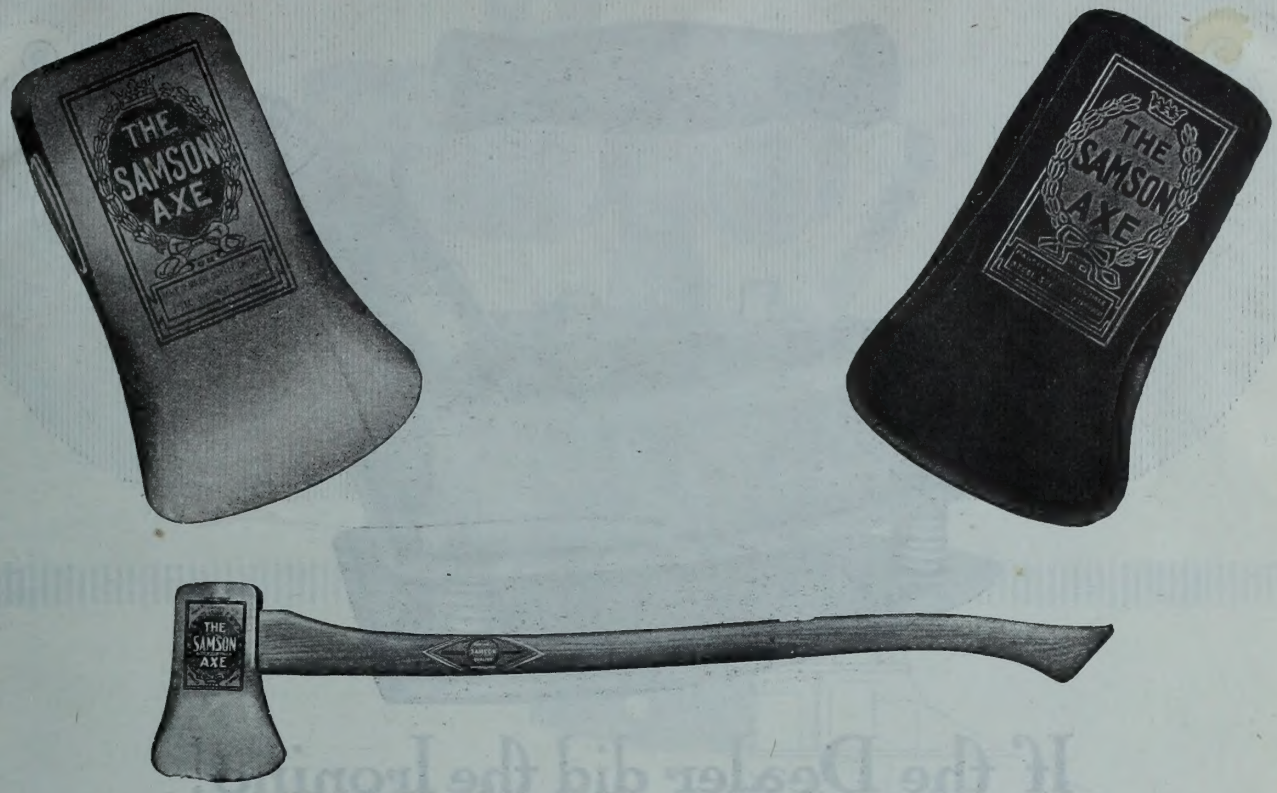
Whatever may have been the case heretofore, there is now at least one Dye Soap that refuses to be classed as a mere "warm weather friend."

Aladdin is going big the whole year through. Your customers require this most wonderful of Dye Soaps for their blouses, underwear and household draperies—just as much to-day as in the month of July.

Aladdin is advertised as strongly to the public in January as in any other month. All it needs is a place on your counter—it will swell your January sales and profits if you give it a fair chance.

CHANNELL CHEMICAL COMPANY
LIMITED
Distributors **TORONTO**

HARDWARE AND METAL, January 1, 1921. Volume XXXIII., No. 1. Published every Saturday at Toronto. Yearly subscription price, $4. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



SAMSON AXES

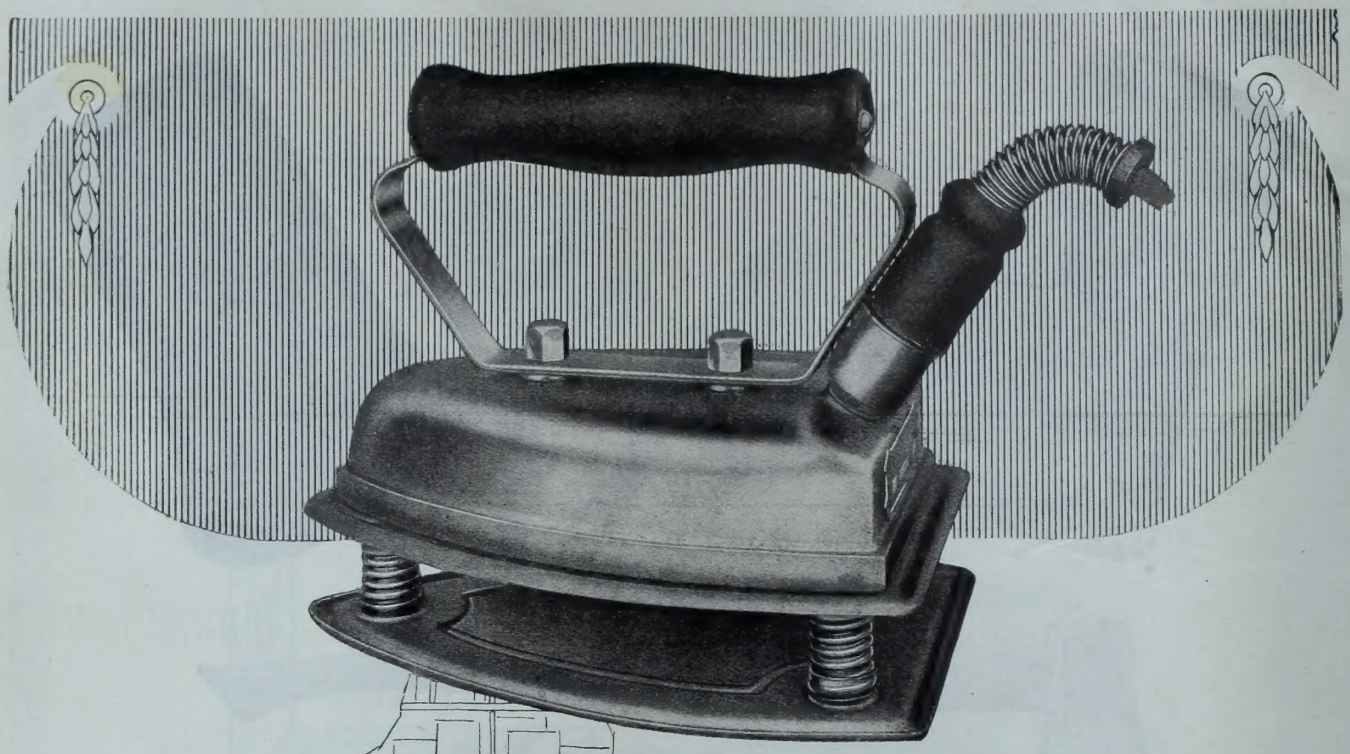
However much you may appreciate their fine finish, perfect shape and balance, you will not the less appreciate the fine edge they will hold.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

If interested tear out this page and place with letters to be answered.



If the Dealer did the Ironing!



IF the dealer could do a little sample ironing in the store, it would be easy to convince any woman of the quick-heating, smooth-working qualities of the Universal Iron.

In the store, the Universal is but well designed, well finished metal—cold, inanimate, unresponsive. But in the home, on the ironing board, it quickens into life—a life of service.

After all, the Universal isn't metal; it isn't theory; it isn't what ingenuity designs and skill executes. The Universal Iron is Service itself—hot, dependable, continuous Service throughout years of ironing days.

The Universal is the result of slighting nothing, taking nothing for granted, proving everything. Nonstopping satisfaction goes with every sale and a liberal profit to the dealer.

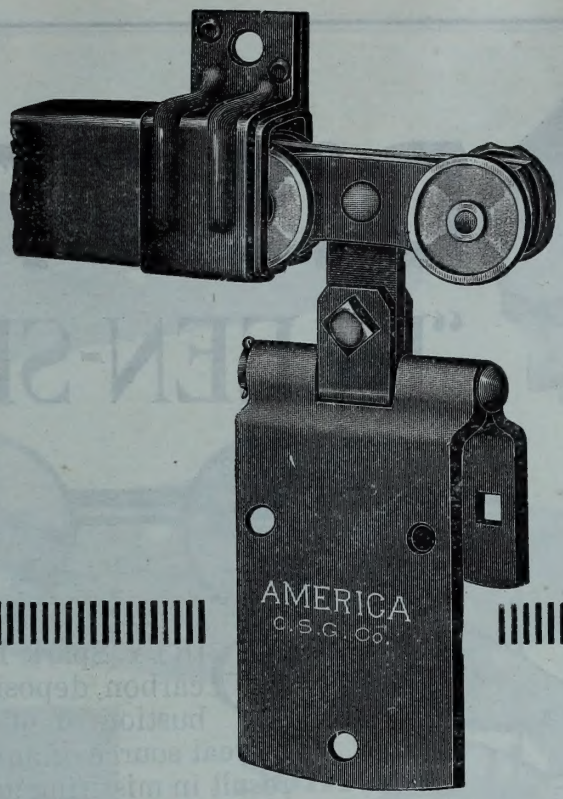
Canadian Representatives:

A. MACFARLANE & CO., LTD.
Montreal - Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL
ELECTRIC
IRON

If interested tear out this page and place with letters to be answered.



"America" Trolley Hanger

Largest Hanger Sales in the Dominion

The America is easily the most popular for warehouse, factory, garage and barn doors. America operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. Much stronger and better than the plain track brackets.

The America moves smoothly on tandem trucks and hardened roller bearings. Apron 6 in. long, 3¼ in. wide. This efficient hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes, and ability to stand hard usage.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

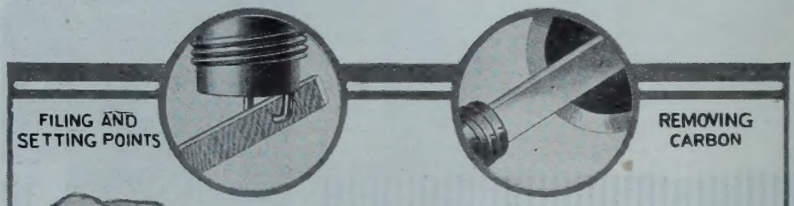
Weight per dozen pairs, without Brackets, 95 pounds.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

DISSTON
"KLEEN-SPARK"





DIRTY Spark Plugs, due to carbon deposit from combustion of oil and gas, are a great source of annoyance. They result in misfiring and consequent loss of power.

Disston, realizing the need of a compact, complete, efficient tool for the purpose of cleaning spark plugs, has invented the "Kleen Spark." It is a double tool in **one piece,** one end a magneto file and the other end a knife blade. Handle covers fit over either end. The tool assembled is not much larger than a pencil.

Scrape the carbon from inside the porcelain with the knife blade. Clean and sharpen up the pitted points with the file, then reset, using the thickness of file as a gauge for the proper distance between contact points to get the best results from the spark. The end of the file is beveled like a chisel for cleaning gummy, oily surfaces of delicate mechanisms.

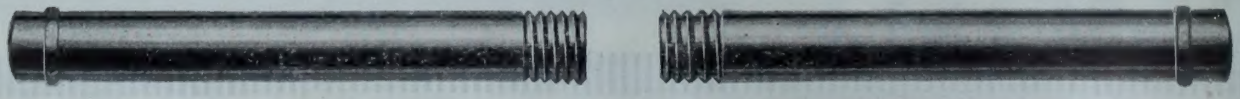
Automobilists, motor-cyclists, motor launch devotees, aviators, farmers for their tractors, engineers and mechanics, in fact anyone working around an engine finds that this tool fills a long-felt want.

The "Kleen Spark" Tools are mounted one dozen on an attractive display card as illustrated. They have proved to be an exceptionally popular tool wherever shown.

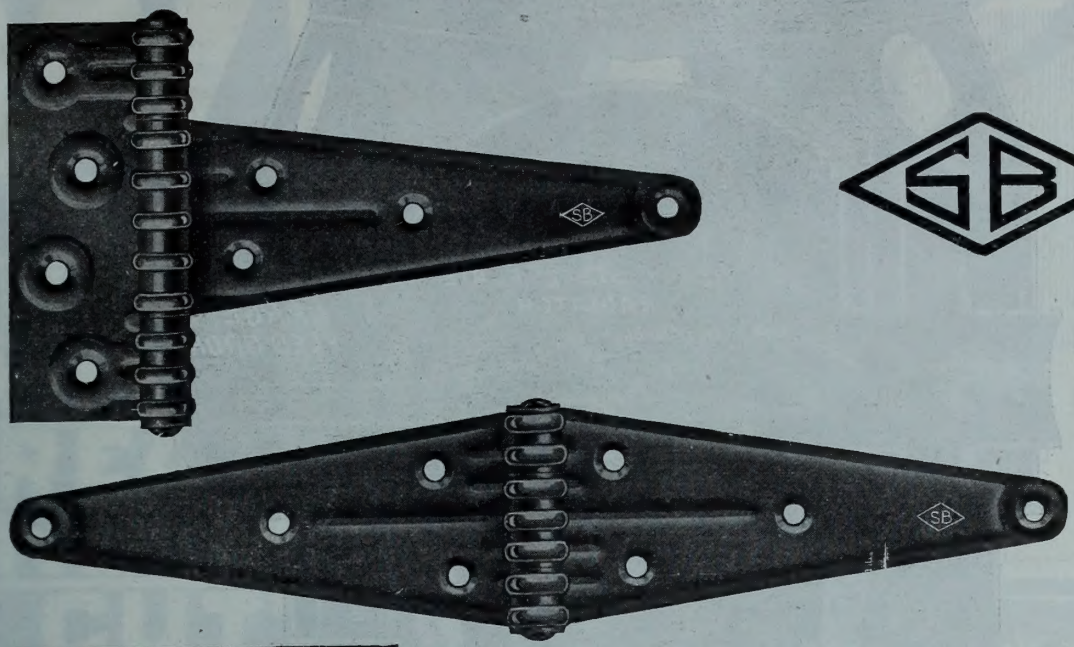
Ask your jobber or write to us for complete information

HENRY DISSTON & SONS
LIMITED
2-20 FRASER AVENUE - TORONTO, CANADA

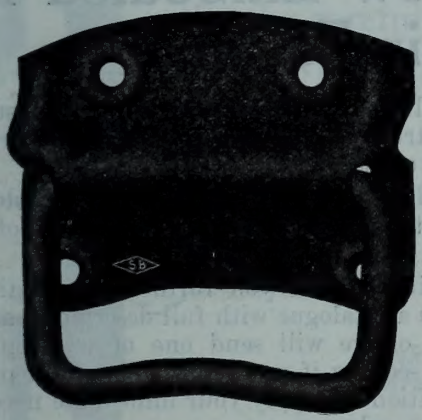


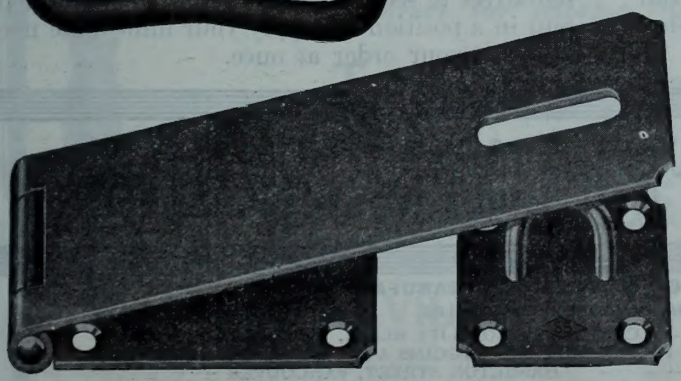


If interested tear out this page and place with letters to be answered.









Some of the Popular Lines

No. 210 Corrugated T-Hinge (Bulk)—A strong, neat, light hinge which is replacing the heavy type hinge. The corrugations strengthen it. The finish is better than the old type iron hinge.

No. 215 Corrugated Strap Hinges (Bulk)—A far superior hinge to the old type, both in weight and finish—corrugations strengthen the hinge, lighter in weight, can be used in place of the heavy type.

No. 1215 Japanned Trap Door Rings — Size 3½″ Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screws. Supplied also in galvanized or plated finish at additional cost.

No. 1205 Chest Handles—Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed ¼ dozen pairs in box with screws.

No. 815 Wrought Steel Safety Hasps—Finished in Bright, Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3″, 4½″ and 6″. Packed one dozen in carton.

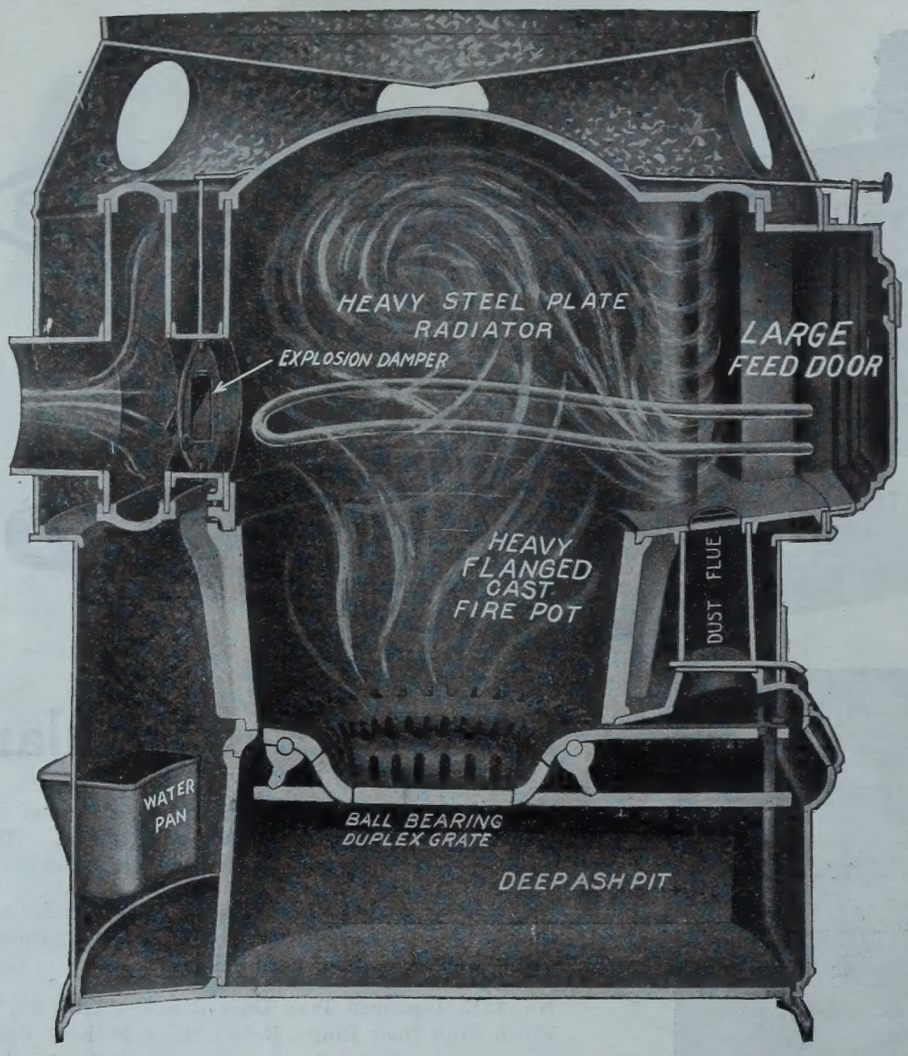
Slater & Barnard, Limited

Hamilton, Canada

Representatives:

N. J. Dinnen - Winnipeg, Man.
A. T. Chambers, Vancouver, B.C.
T. Mortimer & Co. - Toronto
H. E. O. Bull - Montreal, Que.

If interested tear out this page and place with letters to be answered.



Many Distinctive Features Now Embodied in the New Idea Warm Air Furnace

The NEW IDEA contains more heating service than any other furnace. The large, roomy ashpit prevents the ashes from banking up and burning out the grates.

FIRE POT: The NEW IDEA has a heavy flanged cast fire pot which is guaranteed for five years.

GRATE: One of the biggest features in connection with this furnace is the Ball Bearing Duplex Grate, so simple in construction that a child can operate it. By the use of the Duplex Grate, ashes and clinkers can be dumped easily and with no waste of the live coals. This grate is of solid, substantial construction and built of honest material to withstand constant heat and wear.

The NEW IDEA is a furnace you can absolutely recommend to your customers without fear of a come-back.

We would like to give you further information and send you a catalogue with full description and illustrations, or we will send one of our representatives to see you if you wish. We are at present in a position to supply your immediate needs. Send us your order at once.

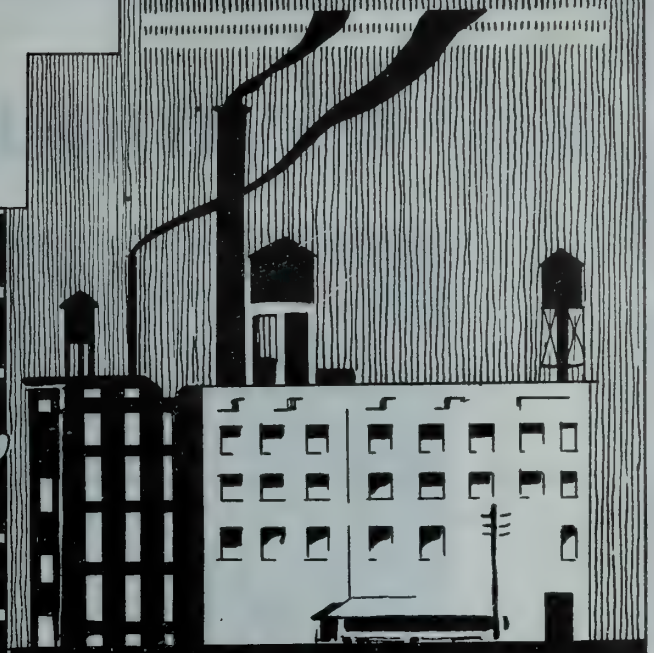
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"
AGENTS FOR BUILDERS' HARDWARE
HARRY C. MOULDEN & SON - CONFEDERATION LIFE BLDG., WINNIPEG
STOVE AND FURNACE BRANCH—F. C. MOORE, 134½ HIGGINS AVE., WINNIPEG
MR. W. G. CHESTER - - - - HAMILTON STREET, VANCOUVER

If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS



"Where there's a WILT— there's the Way."



The Acme of Quality

Wilt Tools mean satisfactory cutting because *quality* is held as the ideal through every detail of their manufacture.

By the careful selection of materials, workmen and machinery; by an inspection system which includes chemical analysis and research; and by constant, painstaking effort to discover ways of improvement, Wilt tools maintain their superiority.



Ask your dealer or write direct for catalog "C."

Trade WILT Mark

Made in Canada

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

If interested tear out this page and place with letters to be answered.

Plymouth Rope



Manila Fiber Is Compressed into Bales Weighing 280 Pounds and Measuring 12 Cubic Feet

AFTER grading, Manila hemp is compressed into bales by hydro-electric presses. These bales weigh approximately 280 pounds and measure 12 cubic feet. It is in this form that the Manila hemp of commerce eventually reaches the rope-maker, each individual bale being covered with straw matting as a protection in transit. Thousands of bales of Manila fiber are consumed each week in the manufacture of Plymouth Rope and many thousands of bales are available in our warehouses at all times, properly classified and tagged to insure the **uniform** quality of our cordage products, and which could not be accomplished otherwise.

When placing orders for rope with your jobber, do not simply ask for "Pure Manila," but specify PLYMOUTH and thus secure the greatest amount of rope value and satisfaction for your customers. PLYMOUTH Rope is an article that can be handled as a profitable specialty on a price-per-foot basis and by utilizing the free Window Display Service that will be furnished on request.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

New Customers Become Steady Ones

The surest way to convert a new glove or mitt customer into a permanent one is to sell him

Tapatco Gloves and Mitts

If he is a mechanic, lumberman, railwayman, machinist or a farmer, Tapatco Gloves and Mitts will please him right down to the ground. An increasing percentage of Tapatco Gloves and Mitts have found their way into the machine shop and this in itself is significant, because a glove or mitt that will stand the "gaff" of a machine shop—where they handle the heaviest kind of work—will stand any test a glove could be put to.

STYLES:

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxford. Made of best grade Cantons.

Hitch your sales to Tapatco—good profits are yours.

TAPATCO
REGISTERED TRADE MARK
BRAND



The American Pad and Textile Company

Chatham, Ontario

If interested tear out this page and place with letters to be answered.

Our New Trade Mark!

STANLEY

S.W.

Announcement

WITH the purchase by The Stanley Works of The Stanley Rule and Level Company a new trade mark, as above shown, has been established. In the future it will be stamped upon dependable

Wrought Steel Hardware

and

Carpenters' Tools

which will be manufactured under the name

THE STANLEY WORKS

Main offices and plants: NEW BRITAIN, CONN.

Branch offices: NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES SEATTLE

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.



Always found on the best motor driven appliances.

The Best Made Motor

Trouble-Proof—"The Motor She Knows"

A good Motor enhances the value of the appliance it drives.

Westinghouse

SERVICE REPAIR SHOPS

Repair shops are located at:

MONTREAL—10 St. Sophie Lane. WINNIPEG—158 Portage Ave. E.
TORONTO—366 Adelaide St. W. CALGARY—316 Third Ave. E.
VANCOUVER—1990 Mainland St.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

Toronto	Montreal	Ottawa	Halifax	Ft. William	Winnipeg	Edmonton	Calgary	Vancouver
Bank of Hamilton Bldg.	285 Beaver Hall Hill	Ahearn & Soper Ltd.	105 Hollis St.	Cuthbertson Block	158 Portage Ave. E.	211 McLeod Bldg.	Canada Life Bldg.	Bank of Ottawa Bldg.

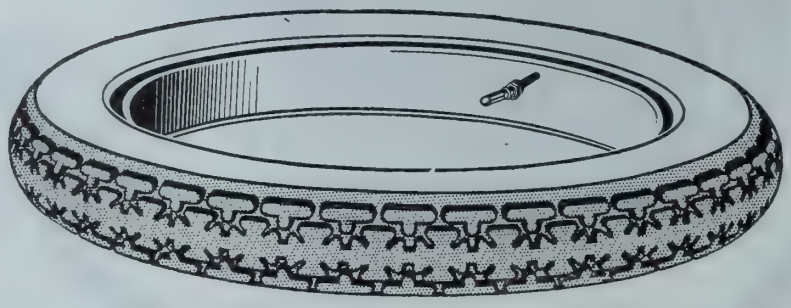
CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.

Business Builders

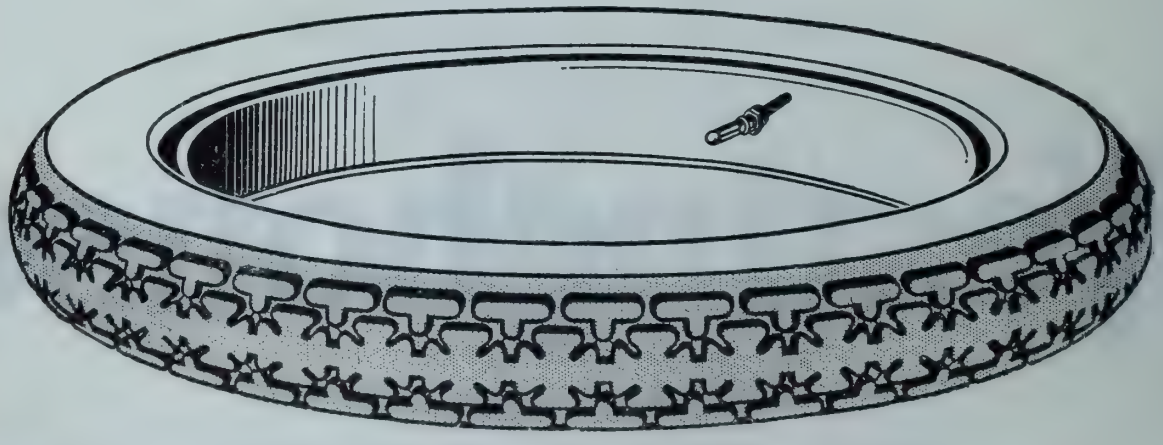


The dealer who carries "Gutta Percha" Tires need never worry about their not moving quickly.



"Gutta Percha" CORD and FABRIC Tires

The record of "Gutta Percha" Tires has been phenomenal. No tire made has had such a splendid record of service to back up the dealer's recommendation.



Gutta Percha & Rubber Ltd.

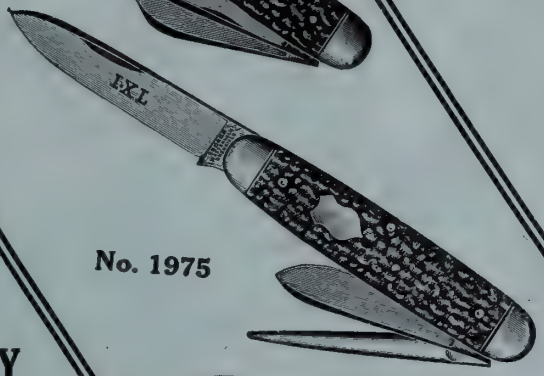
HEAD OFFICES AND FACTORY: TORONTO Branches in Leading Canadian Cities

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I·XL POCKET KNIVES



No. 1971C



No. 1975

GEORGE WOSTENHOLM & SON, LTD.

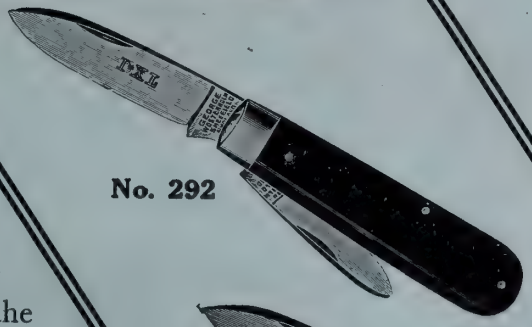
SHEFFIELD, ENGLAND

I·XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency, in quality, finish, grinding, tempering and general appearance. Each knife passes through a most vigorous inspection before leaving the factory, and carries our personal guarantee on to the consumer.

Let I·XL cutlery help build your reputation for quality.

Create satisfied customers—they are the best friends you have.



No. 292

SELECTION OF OVER FOUR THOUSAND PATTERNS. EVERY BLADE GUARANTEED



No. 292T



No. 611



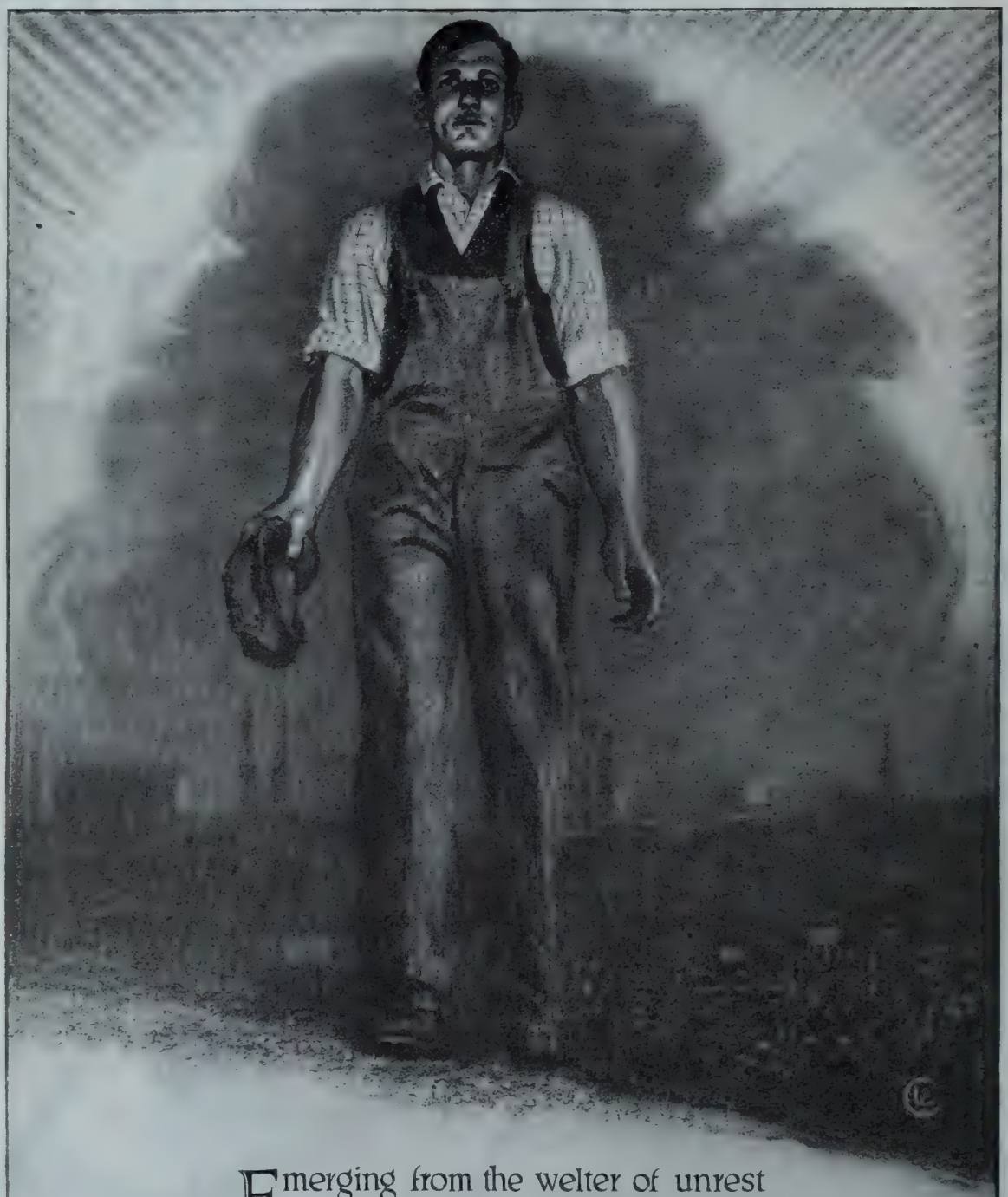
No. 1944B

A. MACFARLANE & CO. LTD.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.



Emerging from the welter of unrest and uncertainty, let us face the future with an optimism and a resoluteness that will carry us forward to ever increasing success and prosperity.

The L. S. Starrett Company
ATHOL · MASSACHUSETTS

STARRETT TOOLS — STARRETT HACK SAWS — CUT QUICKER — LAST LONGER

42-127

If interested tear out this page and place with letters to be answered.



Story for Week Dated January 1st, 1921 Being No. 38 in the Series

An E. B. Eddy Company Lumber Camp in the Bush



INDUSTRIAL operations of the E. B. Eddy Company at Hull are housed in the most modern factory buildings, with every mechanical device to ensure perfection of product, as you have seen to some extent, and will see still further in this series. But the little old log cabin has still a place in Canadian industry, as the picture reveals.

This is a typical Eddy Company lumber camp, built of the sort of logs that can be made into matches, paper or indurated ware by the Eddy processes. But these logs instead of being rafted down the river to Hull, remain in the bush furnishing shelter for the lumbermen. They are the outposts of Eddy Company enterprise away out in the timber limits.

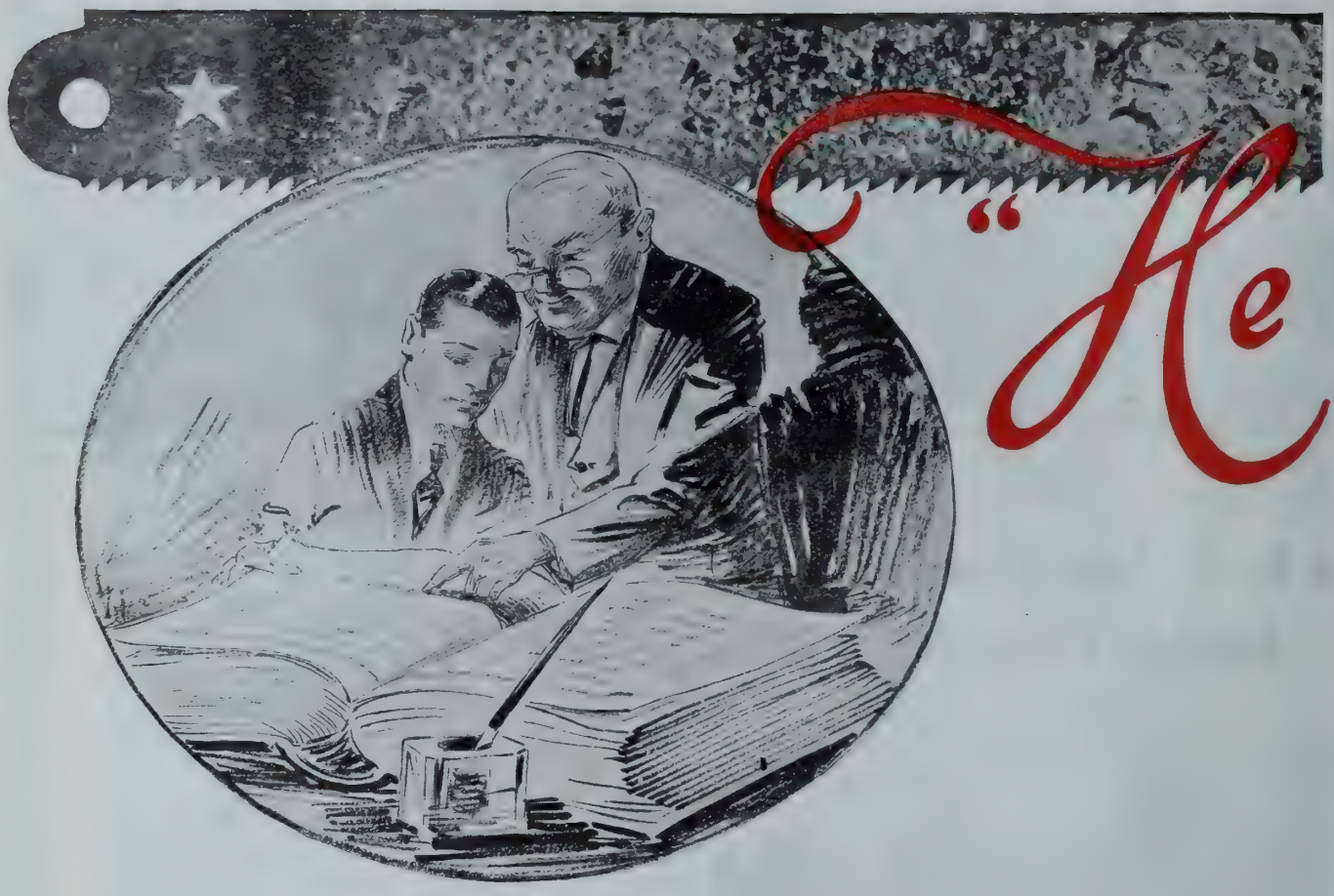
Eddy matches; Eddy paper bags, and tissue papers; Eddy indurated ware, are by their wide distribution through the clear channels of the Canadian retail trade so familiar to so many people that one is apt to forget their origin in the timber that is one of Canada's most valuable natural resources. The picture of the little old log cabin near where saw and axe are plied constantly to supply raw material for the busy Eddy plant, will remind you.





The E. B. Eddy Co. Wish You a Happy and Prosperous New Year

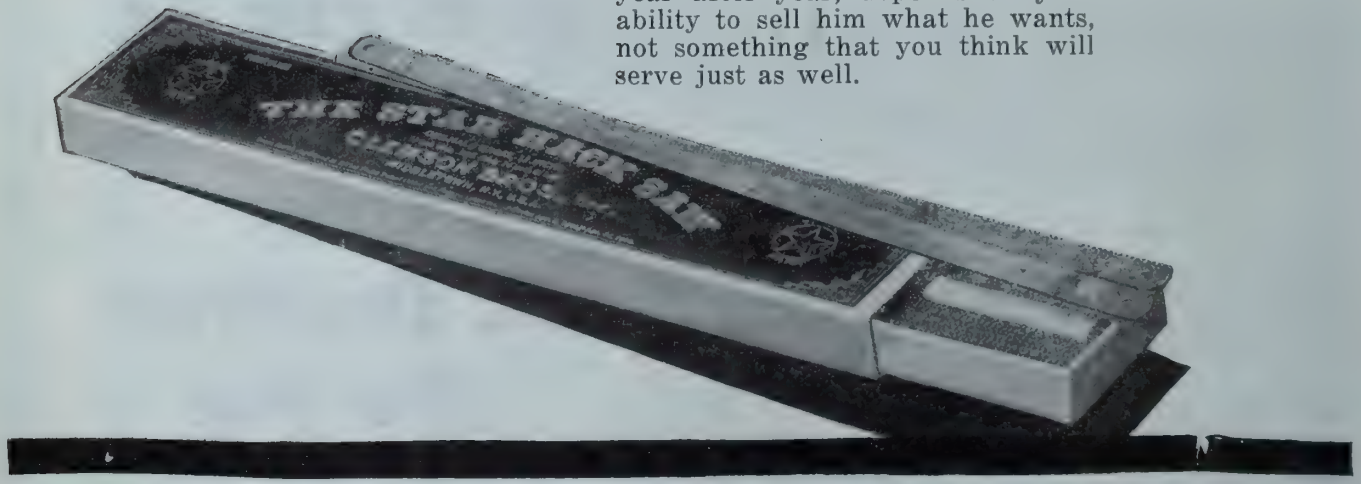
If interested tear out this page and place with letters to be answered.



"He

LOOK over your ledger some day and pick out your best customers. Likely enough their profit-making connection started with the purchase of some small article like Star Hack Saws.

The satisfaction that brings back your customer day after day, and year after year, depends on your ability to sell him what he wants, not something that you think will serve just as well.



STAR HACK



started with Star Hack Saws"

Experience shows that repeat sales come from selling standard goods which sell best because their high quality is so well known it needs no proof.

For 37 years Star Hack Saws have been the largest selling blades because they are known to give so much better metal cutting results than any other saws.

Scarcely a hardware store or supply house in the country but has its stock of Star Saws in the famous green box. To thousands of dealers and users the Star is literally the only hack saw they know.

Old friends of the Star have been interested in our announcement that we who have made Star Hack Saws since 1883 have taken over the marketing of them as well. Which is part of our policy of getting Star quality even more widely known and appreciated than it is now. As part of this policy our national advertising for the coming year will be carried out on a wider and more dominating scale than ever before. And our sales co-operation with you will be as complete as we can make it.

In ordering through distributors, be sure you get "Star." Your inquiries and direct orders should be sent to this office, where they will have prompt attention.

CLEMSON BROS. INC.

MIDDLETOWN, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton, Ont.



SAW BLADES



P H

IMPERIAL

WE take this opportunity to tender thanks for the splendid business we have been favored with in 1920, and to wish all our friends unbroken prosperity and success in 1921.

INGERSOLL FILE COMPANY,
LIMITED,
INGERSOLL, ONTARIO.

INGERSOLL

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

ATKINS
STERLING QUALITY SAWS



Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ontario **Branch: Vancouver, B.C.**

Sap Buckets and Spouts

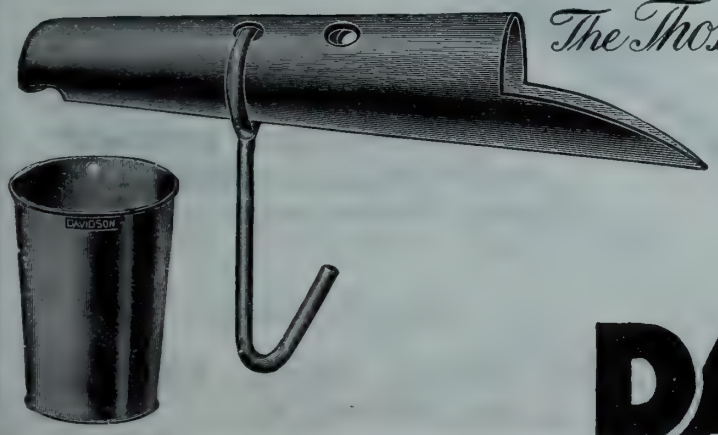
How about Stock *For* Spring Trade?

Have you anticipated your requirements for the Spring yet? Many lines will need restocking—this week we draw your attention to Davidson's Sap Buckets and Spouts, which are big sellers on account of their quality and reliability.

Sap Buckets are stocked in plain tin, terne plate and galvanized iron—in all sizes. These galvanized buckets are very durable because they are rustless—they are made of black sheets and galvanized by hot process, thereby ensuring well-filled seams, which leave no place for moisture to lodge and corrode.

The "Sterling" Leaded Spout is also rustless, and, consequently, is a far superior article on account of being less harmful to the tree than other makes.

An inquiry will receive prompt attention.



The Thos. Davidson Mfg. Co. Limited

Head Office : MONTREAL

Branches :

TORONTO WINNIPEG

Steel Foundry Division

Lachine Canal, Turcot.

DAVIDSON

If interested tear out this page and place with letters to be answered.

Imperial Brand Horse Blankets for 1921



We are now showing our next season's patterns in Jute, Duck and Kersey Horse Blankets.

It is our intention to maintain during the coming year the uniformly high quality of our product, paying particular attention to the quality of the lining used in our blankets and which has made them so popular with the trade all over Canada.

Manufacturing Facilities Our plant at Whitby is splendidly equipped to take care of all requirements, and with the addition of the E. N. Heney Co. machinery, which we bought during 1920, it gives us a greatly increased capacity.

SAMUEL TREES & COMPANY, LIMITED

Manufacturers Harness, Saddlery and Horse Blankets

42 Wellington St. E., TORONTO **Mill: Whitby, Ont.**

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.



James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West **TORONTO, ONT.**



REG671269

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.
Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Stands, Sardines, Fern Pots, also a good collection of Vases in various sizes.

Enquiries invited

W. J. Anthony & Sons, Ltd.

St. George's Works
7 Unett Street, Birmingham
England

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EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

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NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP



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4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

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Make More Money— Sell Decorative Wall Burlap

How many prospects have you, who would, if only they knew its advantages, purchase Decorative Burlap for use on many jobs they are undertaking? Have you counted them yet?

Take the house builder, for instance. He will plan beforehand what kind of finish he will adopt for his kitchen, his dining room, halls, and living room. He is a real prospect for

Decorative Wall Burlap

On the walls of these rooms, it will afford the house owner a satisfying, economical, sanitary and attractive finish. Not only so, but as fancy dictates, the finish may be easily and quickly changed by painting, giving the owner a decidedly new effect in a given room.

Decorative Wall Burlap keeps out draughts and cold. Is easily cleaned by passing damp cloth over surface.

Other prospects for you, Mr. Hardware Merchant, are the proprietors of halls, pool rooms, offices and stores. All of them afford you the chance to reap new business, and thus swell your profits. Our stocks are now complete—and your wants may be supplied in Drab, Green, White and Double-sized.

Sizes — 30 or 60 yard lengths; 30, 36, 45, 54, 60, 72, 90 inch widths, or may be had in desired widths.

CHECK UP YOUR PROSPECTS NOW

Sample Book and Price List on Application

DOMINION OILCLOTH & LINOLEUM CO., LIMITED

MONTREAL **QUEBEC**

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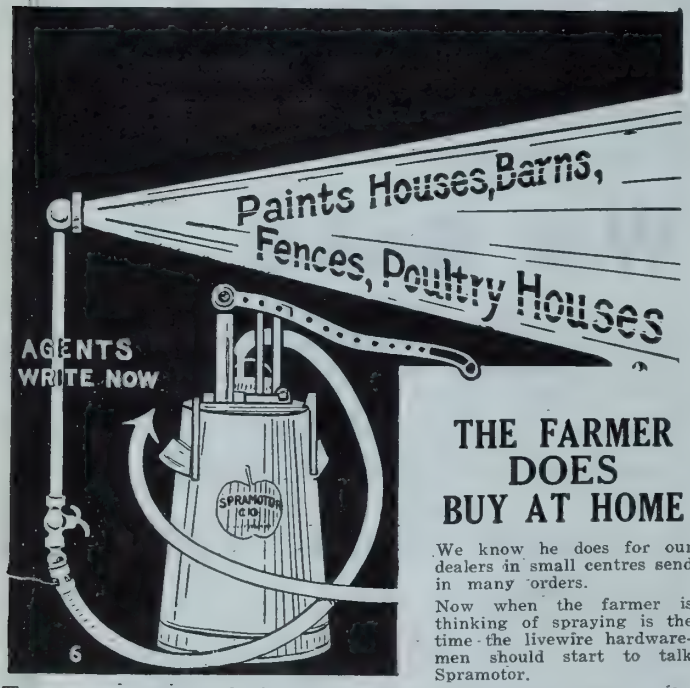
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OUR LINE IS QUITE LARGE

For the sick and infirm they are a great comfort

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THE GENDRON MFG. CO., LIMITED
137 Duchess St., TORONTO



THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the livewire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragement, and the sale is made.

Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor
It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE



Fig. 117

"McDougall" Well Pumps

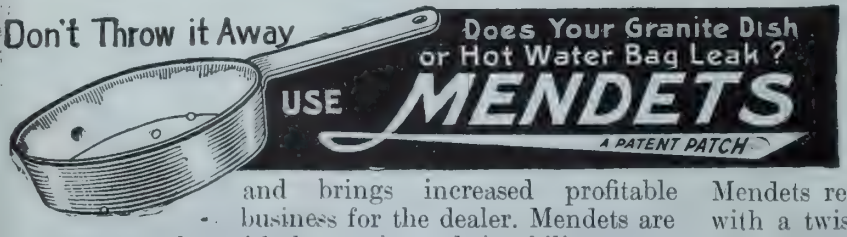
A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada



Saves the Housewife Money

and brings increased profitable business for the dealer. Mendets are very popular with housewives, their ability to repair all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans, has firmly established them in the household.

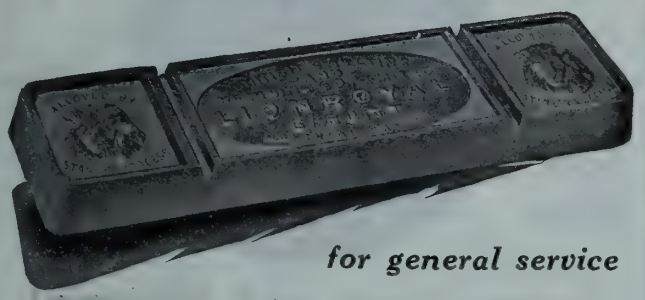
Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang.

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you.

Collette Manufacturing Company, Collingwood, Ontario

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"Alloyed under the Stanley Process"



for general service

Lionroyal

Made in Canada

This BABBITT Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost—it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

Are You Stocking

Kearney & Foot
Great Western
American
Arcade
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FILES

If not, you are missing one of your biggest opportunities for easy sales. Large and steady profits.

File users recognize them for the standard in files.

We carry large reserves, so you may replenish quickly from your jobber as needed.

Made in Canada by

NICHOLSON File Company

Port Hope, Ontario

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UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Saves Slitting Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

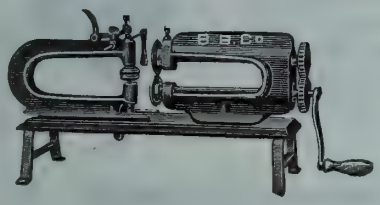
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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Sheet Metal Working Tools

Production and Labor Costs

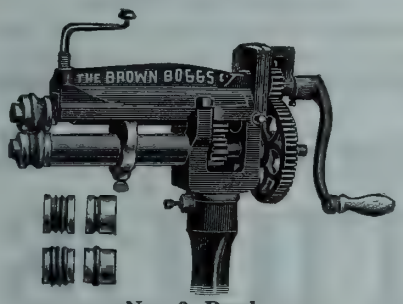


Circular Shear

Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.



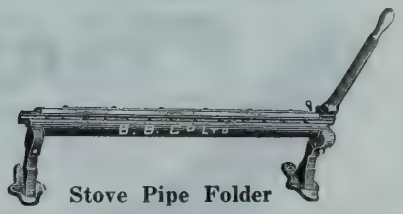
Foot Squaring Shear



No. 3 Beader



8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

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The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.

The Walton-Carlson Line of Cold Chisels and Punches



These tools are made from a high-grade English Crucible Steel and are warranted in every way. Can be supplied in either Natural or Ebony Finish. Good stock on hand.

We also make the "Old Nick" thin-nosed pliers.



The Walton-Carlson Co. Limited

St. Catharines, Ontario

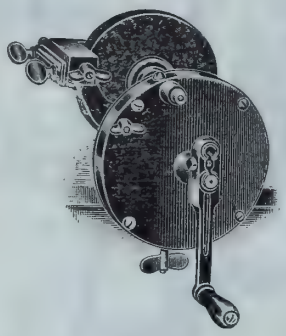
Western Representatives: Bissett & Webb, Ltd., Winnipeg, Man.

Eastern Representative: John R. Anderson, Montreal, Que

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Perfection Grinders

Series 44 to 77 and 19 to 27



44 to 77

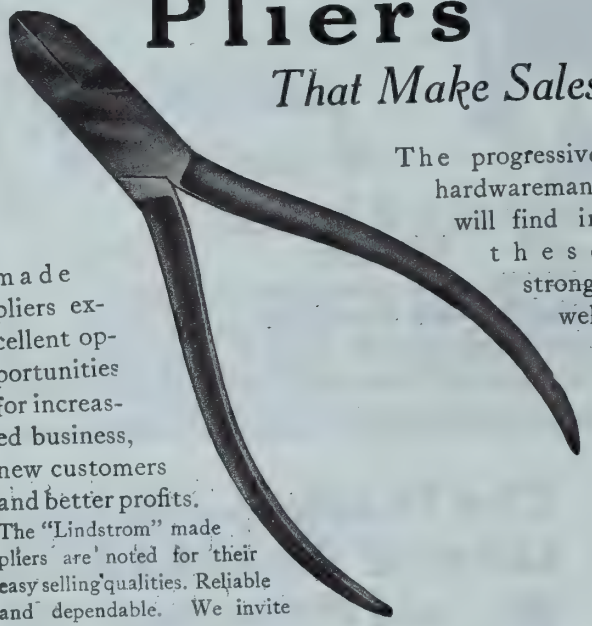
Perfection Grinders Series 44 to 77 are essentially adapted for use of mechanics, etc., who require a grinder for tools of all kinds and, of course, will do the work for households, etc. Series 19 to 27 are staple sellers for all purposes, have accurately cut gears nicely finished and in all respects an all around household, mechanics' and tool grinding machine.



19 to 27

Star Specialty Manufacturing Company
227-233 West Erie Street Chicago, Illinois
Canadian Representative: T. Mortimer & Co., 64 Wellington Street West, Toronto, Ont.

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:
F. E. Lindstrom
SWEDEN

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

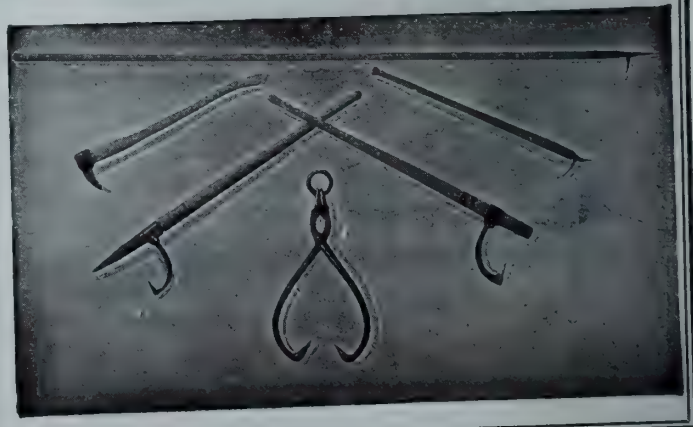
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

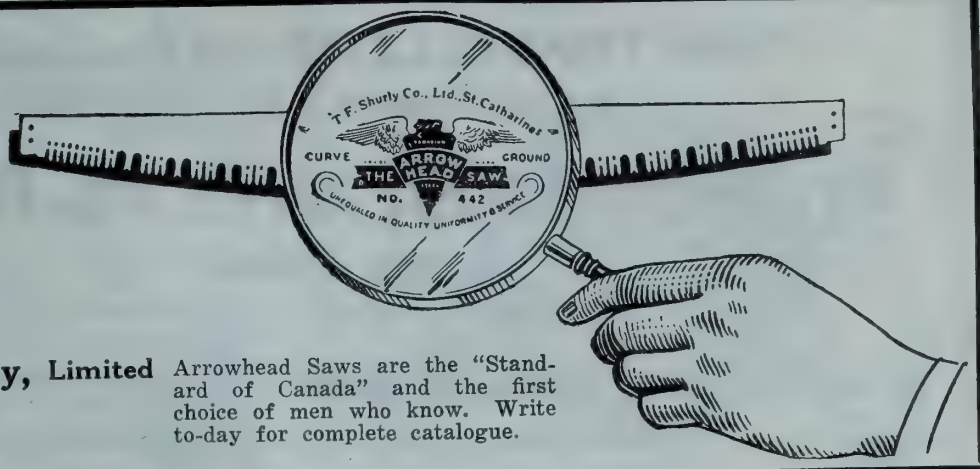
THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke **Ontario**



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ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

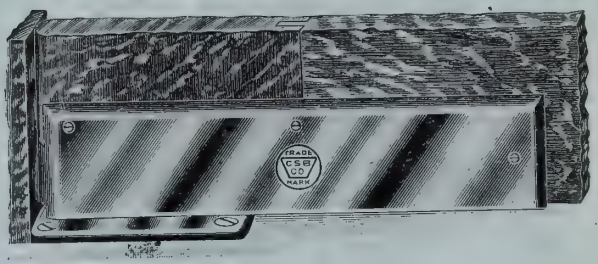
It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

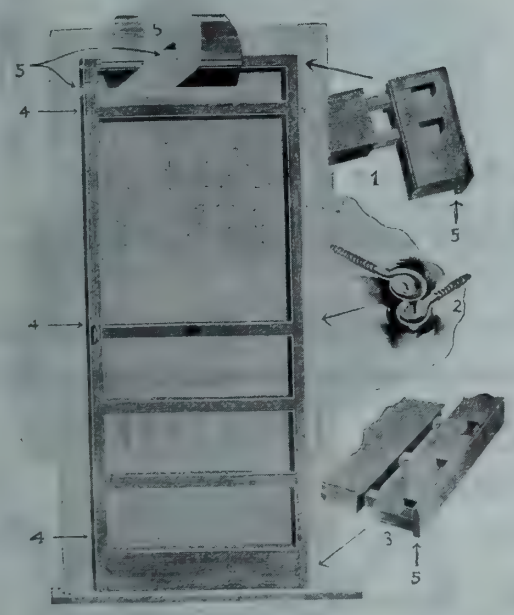
TRADE CHICAGO MARK

TRADE CSB CO MARK

SPRING HINGES



Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



The "KASEMENT"

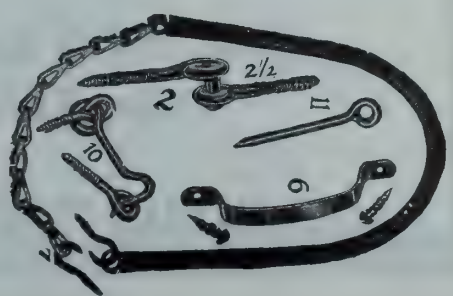
TRADE MARK ⟶

DOORS & HARDWARE
KASEMENT
SKRENE DORE CO
TORONTO
PATENTED 1916-1917-1918

assures you of 26 genuine mortise and tenon joints which make possible our guarantee that "Kasement" screen doors will not SAG.

"Kasement" doors are the lightest and strongest screen doors on the market. They are easy to put up and take down—supplied with complete sets of "Kasement" hardware.

Get our Demonstrating Model and other advertising helps.



"Kasement" Screen Doors are sold from coast to coast

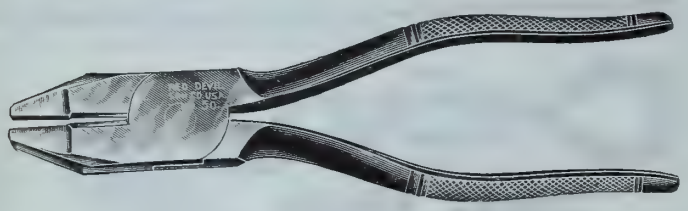
KASEMENT SKRENE DORE CO.
TORONTO

OUR TRAVELLERS will soon call on you with NEW SAMPLES—NEW PRICES

5/T **HORSE BLANKETS-ROBES** 5/T

FOR SEASON 1921

J. J. Turner & Sons, Limited Manufacturers of Tents, Tarpaulins, Horse Covers, Flags, etc. **Peterboro, Ont.**



NEVER BE WITHOUT THIS TOOL

Red Devil

REG. U.S. PAT. OFF.

PLIERS, No. 50.

This Old Standard Side-Cutting Pliers is one of the most popular and most widely appreciated items in the whole Red Devil line.

No wonder No. 50 is popular—Forged from tool steel (not pressed); spring tempered handles; throat shaped to be used as wrench; powerful knife side cutters; "No Pinch" knurled handles of scientific shape.

Made in sizes: 4, 5, 6, 7, 8 inches.

Weight per dozen: 2½, 3, 5, 6½, 10 lbs. 1 in a box; 6 in a carton.

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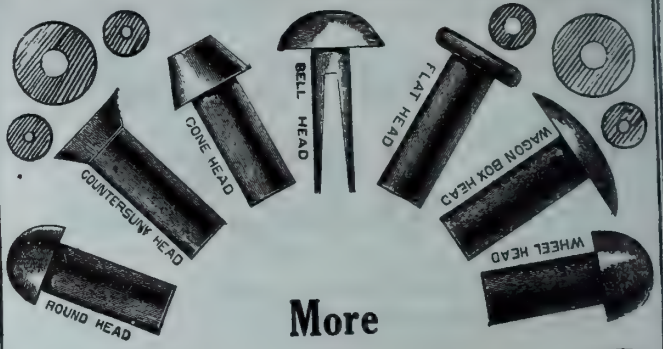
Pliers; Hack Saw Frames and Blades; Auger Bits; Chain Drills; Cape and Cold Chisels; Punches; Glass Cutters; Electricians' Tools; Motorists' Tools; Six-point Lock Washers, etc., etc.

SMITH & HEMENWAY CO., INC.

89 Coit Street, Irvington, N.J.



Red Devil Pliers No. 1024 A Great Auto Pliers



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

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BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

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MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

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Wentworth Wellworth



CASSEROLES with Brass Nickel-Plated Frames and Guernsey Earthenware Linings. Brown outside--White lined

Wentworth Wellworth Goods

Made by the Wentworth Mfg. Co., Hamilton, Canada

Owned and operated by E. T. Wright Co., Limited



COFFEE PERCOLATOR

Copper—Nickel Plated

Beautiful in design and thoroughly efficient



To Canadian Hardware Merchants

We are spending our advertising money for you locally, not at you, in National Consumer Media.

Send for details of our local advertising campaign for creating an active demand in your territory, for

WAUSAU FLINT PAPER

and other Wausau Abrasive Products.

"Chief Ruff Stuff"

The Winning Card

This catchy Indian character is featured so cleverly that it will not only help you sell sandpaper in large quantities; but will put a quick-step move on carpenters' and painters' tools and supplies; and on scores of things that home-tinkers and their wives and children buy.



Canadian Distributors Wanted

We solicit correspondence from responsible wholesale distributors employing adequate sales forces.

Send for our Book—

"Sandpaper Sales Tips"

It will help in a thousand ways in gingering up your whole sales force.

WAUSAU ABRASIVES COMPANY

114 So. Clinton Street, Chicago, Ill.

Pacific Coast Representative:

SPRAKE SALES CO., Inc., 822 Higgins Bldg., Los Angeles

Also San Francisco, Portland and Denver

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Big Sales Assured on Cobblers' Outfits

—a ready demand if you'll but display the goods

Don't overlook the fact that we manufacture a full line of Cobblers' Sets and Fittings. We overlook no detail in the matter of quality as becomes the "T.F." reputation. Better send us your orders now when stocks are complete and shipments can be made satisfactorily to all concerned. Don't hesitate or put off—better—

Write us to-day for further details and prices



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THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

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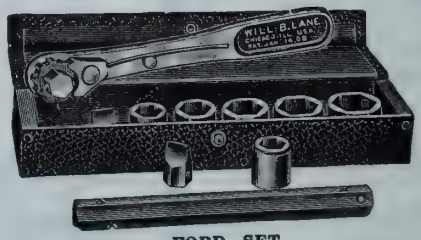
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET



FORD SET



STANDARD SET



OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, JANUARY 1, 1921 No. 1

CONTENTS

The Trade Outlook For 1921 35
Long Period of Depression Unlikely 36
Increasing Turnover in Readjustment Period 37
How Merchants Have Improved Collections 38
Aftermath of the Luxury Tax 39
Advertising Suggestions For January 40
Display Suggestions For January 41
Editorial Comment 42
Completing Plans For O.R.H.A. Convention 43
News of Western Canada 44-45
Events in the Trade 46-47
Iron, Steel and Metals Should be in Demand Next Year 48
Independents Reduce Nail Prices—Twenty Years Ago 49
New Hardware Goods 50
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburgh 51-57
Paint, Oil and Turpentine Outlook 58
Rosin and Turpentine Prices May Stiffen 60
Holders of Varnish Gums Optimistic 62
Weekly Paint Market 64-66

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GEO. D. DAVIS, Manager.

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A HARD AXE TO BORROW



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IN THE CHOPPING GAME THREE FOURS WIN

SEE YOUR JOBBER.

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

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The Trade Outlook for 1921

Galvanized Sheets May Soon Reach Price Equal to That of Early Last Year—Prices on Some Lines Lower Than Normal Level to be Finally Settled on—Merchants Not Overstocked and Heavy Requirements to be Met Later—Stove Manufacturers Cleaned Out of Stock—Expect Large Brush Demand in Spring

DEALING with conditions and the outlook as affecting galvanized sheets, A. T. Enlow, president Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., stated to Hardware and Metal that a great deal of the comment appearing in the press concerning reduced prices on steel products was getting to retail dealers and is apt to give rise to some misapprehension.

"It is true," said Mr. Enlow, "that a good many of the United States producers are now meeting United States Steel Corporation prices, but as a matter of fact little or no business is being done and the wholesaler has in his stock sheets which cost him considerably more than on the new basis and naturally is disinclined to get down to that basis at one swoop. He did not go up in a single sustained flight but by jerks, and it is only fair to him that he come down in the same way.

Prices Below Those of October and November

"We can say, however, with assurance that prices are now considerably below the topnotch ruling in October and November and, based on the cost of new material when same comes in, believe that galvanized sheets will be selling to the trade in the very near future at prices about equal to those in effect early last year.

"On January 3rd, you will note that No. 28 U. S. gauge premier galvanized sheets were selling in Toronto at an average price $9.90 per 100 pounds and while exchange is considerably higher now than at that time, we believe that galvanized sheets will before long be selling in the neighborhood of 9 cents per pound to the dealers, on which basis he will be saving from 25 to 30 per cent. over recent prices.

"It is possible that as time proceeds and especially if wages generally decrease, this may be somewhat reduced, but the railroads and other important factors would have to join in the wage reduction and as time progresses the buyer will be in position to judge for himself as to when the bottom is reached.

When Will Bottom Be Reached

"It is well, however, to remember that Russell Sage, the fox of Wall Street, stated that the reason more people did not become rich in Wall Street was because few recognize when the top and bottom points have been reached and that anyone could become wealthy who bought at the bottom and sold at the top.

"We have been somewhat conservative for the last several months and have urged caution in buying and on the basis of the above price, believe that any dealer will be justified in laying in his requirements for spring use and that the general good of the country will be conserved if we all buy reasonably and sell reasonably and any dealer who is able to effect a saving in buying should pass same on largely to his customers, thus creating more business."

Builders' Hardware, Tools, Etc.

Stating that his firm, like other manufacturers, find that prices are too high, J. M. Taylor, president Taylor-Forbes Co., Ltd., Guelph, Ont., analyzes the situation as follows:

"Prices are high because the cost of production is high, but we cannot reduce them at present as it would be unwise in our opinion to lower the rate of wages until foodstuffs, clothing and other absolute necessities are considerably reduced and at present the reduction is not perceptible, and then again raw materials such as pig iron, steel plates, etc., have to come down considerably before it will affect the costs in general hardware lines.

Opinions of authorities on the paint, varnish, oil and turpentine situation and outlook for 1921 are to be found in the paint section of this issue.

"Just as promptly as we find there is an opportunity or necessity for reducing the price of any line the trade will promptly have the benefit of such reduction.

"Meantime we believe the present prices will be maintained for a considerable time yet."

Electrical Goods

Dealing with conditions in the electrical trade, A. Pritzker, manager the National Electric Heating Co., Ltd., Toronto, states as follows:

"We are of the opinion that some prices at the present time are lower than they should be. Conditions at the present time are not at all natural and on account of the slump a good many retailers, wholesalers and manufacturers were forced to reduce prices beyond the point at which a slight profit is made and in many cases goods are being sold at a loss. A condition of this kind cannot last very long. We feel quite confident that things will be going back to normal in the very near future, at which time some prices will again advance somewhat.

Basic Factor Is Labor

"The basic factor for all cost is labor, and this has not been reduced very much. It is true that in some cases there has been a reduction of anywhere from 10 to 20 per cent. So there can only be a corresponding reduction in the price of the commodity into which the labor enters.

"An important factor in connection with cost in Canada at the present time is exchange. If the rate of exchange will remain as at present there is bound to be an advance on a good many commodities. If, however, it recedes it will naturally then keep prices at a lower level.

"Another important factor is the high freight rate, which almost counterbalances any reduction in wages. It must be conceded that to have normal conditions a drastic reduction cannot be made on wages any more than a reduction on

the finished commodity which has resulted in the bad conditions at the present time.

"Regarding our own particular line, there is no possibility of a reduction in price, at least not for some time to come.

"There is every possibility of big building activity in the coming spring and this will help considerable to stabilize conditions and will tend to keep prices firm."

Active Stove Season

Pointing out that the season just closing has been an active one for stove business, B. C. Beach, manager Beach Foundry, Ltd., Ottawa, states to Hardware and Metal as follows:

"The past season has been so active that it has left us without any stock on hand. This means that we will be busy for some time building up a stock. On account of the rush of business this season we were compelled to take our travellers off the road early in November and, therefore, are not just able to give as full a report on prospects for business for the next few months as we would otherwise be able to do.

"Might say, however, that our head salesman last week made a five days' trip to a representative district in order to size up the situation and he reports: 'With few exceptions the trade is now carrying very low stocks of stoves, ranges, etc., but as there is so much talk about readjustment of prices I expect orders booked for the next few months will not be large, but on the whole a fair demand.'"

Another opinion on the stove and furnace business is that from C. A. Lusby, secretary Amherst Foundry Co., Ltd., Amherst, N.S., as follows:

"In stoves and hot air furnaces, business during the past few months has been very good. We find, however, that recently the market has dropped off almost altogether and we think it will be very quiet along this line for the next few months. Of course, the autumn is the time when most of the business in this line is done. We think business will be very quiet for the next few months but it will probably pick up again during next summer and autumn.

Sanitary Goods

"Our principal business is manufacturing sanitary enamelled goods. The market for these goods depends very largely on building operations throughout the country, which have been of very small extent during the past year, owing largely to the high cost of materials used in the construction of buildings. Notwithstanding this, business has been fairly good with us along this line, but it has now ceased almost entirely. We think during the next few months business will be very quiet, but when raw materials used in building decline in prices, there should be a good demand for enamelled sanitary goods, as there is a great need of building throughout the country."

Expect Large Brush Demand in Spring

Pointing out that the brush industry has experienced a heavy demand for its products during the past year, J. C. Boeckh, secretary-treasurer of the Boeckh Co., Ltd., Toronto, makes the following statement:

"During the past year brush demand has been such that manufacturers could hardly cope with it, but there is now a tendency on the part of retailers to refrain from placing orders for immediate delivery. Confidence in the future is shown by the large amount of business for the spring of 1921 placed with us.

"Prices of raw materials, which have been advancing during the last few years, are now practically stationary but the tendency to reduction is not as yet noticeable to any extent. Materials are still scarce and are likely to be so for some time, though we have, in one or two instances, been able to get materials at slightly lower prices, due to buying in more favorable markets.

No Reduction in Wages

"Labor is more plentiful, but no reduction in wages has taken place, and as long as the demand for our products continues, it is not likely that wages can be reduced.

"Prices of our products have advanced during the past year due to the greatly increased cost of materials, labor and expenses, etc., and while we do not look for any further advances reductions of any moment are not likely to take place.

"Information we have received shows stocks of brushes in the hands of the dealers to be light in most places and, therefore, we anticipate a large demand next spring, as there is very urgent need of more buildings of all kinds and the repainting of buildings, etc., has been deferred for so long that the time is at hand that a great deal of painting will have to be done to preserve them from a state of absolute decay."

Long Period of Depression Is Unlikely

Intervals of Revival May Be Short Until General Lower Level of Merchandise Prices is Reached — Slackening in Wholesale Trade

(Statement made to Hardware and Metal by P. Howland, president H. S. Howland Sons & Co., and president Imperial Bank of Canada)

DEALING with conditions from the standpoint of the wholesale hardware trade, Peleg Howland, president of H. S. Howland Sons & Co., Ltd., Toronto, points out that wholesale business was good in 1920, at least until the end of November, and that the year will very likely show satisfactory results to those engaged in it. Business during that period, it is stated, was done with safety and payments on the whole were good. Speaking of the outlook, Mr. Howland states as follows:

"Since the end of November there has been a perceptible slackening as compared with a year ago, and it is anticipated that the coming year will be one of decreased sales. Reports, however, from the country indicate that merchants are not overstocked, nor can I conceive that the wants of the consuming public have been fully supplied. Of course, the reduced returns for nearly all the natural products of the country, which are really the basis of our prosperity, must curtail the capacity to buy, but with the shortage of housing, the needs of railroads that have to be supplied, and the general activities which can only be stopped in part, I cannot see how we can remain in a depressed condition as regards trade for a long period; though our intervals of revival will be, I think, short, until cheaper labor and greater production per unit bring about a general lower level of prices of merchandise. When a level has been reached that begets confidence, then and only then, will there be an outlet for the full energy and enterprise of the people, and the return of what we call prosperity.

"It is to be hoped that in the period approaching, our Governments, not only the Dominion, but the municipal and provincial, will exercise the strictest economy. I can conceive of nothing that would give so much heart as the beginning of a steady reduction of our huge war debt.

"Can we hope, too, for simpler methods of taxation and the avoidance of those that promote dishonesty, hamper trade, and impose heavy burdens of expense in their operation?

"Also is it too much to expect that Government regulation of business will be avoided and that trade will be allowed to seek its natural channels, unhampered, under which condition it flourishes best. Prosperity comes with the distribution and exchange, in the cheapest possible way, of the products of the different classes of labor."

OVERPRODUCTION HAS PRODUCED DULLNESS IN COPPER

In a recent interview an authority stated that overproduction in the past is one of the principal causes for the prevailing dull state in the copper market. Buyers knowing that there are large surplus stocks are consequently restricting their purchases but, it was stated, what consumers fail to realize is, that if producers were to tie up their surplus stocks, which they can do, the present rate of production would hardly suffice to take care of their needs. These needs will be augmented in the near future a thousand fold, according to this authority.

Increasing Turnover in Readjustment Period

Making Accurate Inventory, Keeping Accounting Records and Close Watching of Credit Accounts Will Put Business on Better Basis and Help Towards Bigger Turnover and Larger Percentage of Profit

WAYS of increasing the turnover during a period of readjustment such as business is now passing through, are eagerly sought by merchants of every trade. In this connection it is evident that, apart from special efforts in selling, the keeping of an accurate and up-to-date accounting of the business is one of the most important things to be kept in mind. An inventory should be taken which will show the merchant exactly where he stood at the end of 1920; what lines were the best sellers and which the slow movers. This information will help the merchant to plan his business for 1921 in such a way as to increase his turnover. Keeping the business in liquid shape by urgent attention to collection of accounts puts the merchant in a position to take best advantage of the information which his accounting system gives him as to the best merchandising plan for him to follow.

A number of good plans of inventory in the hardware store have been outlined in Hardware and Metal, one plan in particular being outlined fully in last week's issue. The past year has been a good one for the hardware trade as a whole, despite the falling off in general business and many merchants have stated to Hardware and Metal that business for certain periods of 1920 was much in excess of that done in the same period in 1919. The outlook for 1921 is thought to be very good and undoubtedly a return to more normal conditions in business and certain industries will bring a good volume of business to the hardware stores. With this in view it is more than ever necessary that every hardware merchant should get away to a good start early in the new year. His records should tell him what he has on hand, what his requirements will be and what he is not going to need.

Set Definite Date for Inventory

A plan followed by some merchants is to set a definite date on which the inventory will be written up and then plan to have the stock cleaned up and sorted out well in advance in order to facilitate the actual recording of it. The plan of placing a sticker on each container is followed, in order to show the contents and marginal space left so that note may be made of anything taken from stock. This plan is followed so that when stock is actually taken everything is in good shape.

A good system must be followed in writing down the records in order that no part of the stock will be missed. Each shelf should be marked in some way as it is recorded and the section may then be marked when each shelf has been taken. Selling goods from stock already taken is the part which causes some trouble and in order to overcome this some merchants follow the plan of using the slip wherever possible such as in the case of drawers, but where the goods are on shelves a slip may be tacked up either on the left or right hand side of the section and note made of any goods taken from that section. If a number of cases have been opened of a certain line of goods and only a few taken from each it would be well to fill up as many cases as possible to standard measures so that there will be fewer odds and ends to be considered.

A Good Time to Clean House

Inventory time is a good time to clean house. The dead stock can be collected and laid out on tables and form the basis of some special sales to liven up business early in the new year. Many hardware merchants will be surprised at the large amount of dead stock which they have accumulated and at this time when credit accommodation is being discouraged it will be a good thing for the merchant to turn such stocks into cash as quickly as possible.

It has been found to be good policy to check up the store by sections. This not only facilitates the work by dividing it into smaller units but the records taken in this way will make easier any subsequent reference because of fire, burglary, etc.

The work of posting ledgers and taking balances should all be cleaned up in the office and an accurate record taken of cash on hand and in bank. As soon as the data of the wholesale and retail ledgers is ascertained the work of making extensions of the stock can be done. The aim is, of course, that every article be priced at the amount it cost at time of purchase, or if it has declined, to price it at replacement cost.

Where it is necessary to make an estimate of stock on hand the estimate should always be conservative. If there are damaged goods they should be recorded at somewhere near their real value.

Clean Out Shelf Warmers

Merchandising experts argue that there is a certain time limit within which all goods should be sold through the retail hardware trade. If the goods remain on the shelves longer than that length of time they are bearing a portion of overhead costs which new goods should be bearing. Hence the reason for getting actively behind any line of goods which threatened to become a shelf warmer. These facts influence the value of stock on hand. Thus if you have goods enough to cover normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value. Such facing of plain facts indicates the disadvantage of overbuying and is but one of the important points which an accurate inventory will show.

A Plan for Reducing Book Accounts

THE sending out of monthly statements of accounts is a plan advocated by one hardware merchant who was much troubled with long standing accounts. There are few merchants who do not see the value of cutting out a large portion of their book accounts and the plan followed by this store will be helpful to others.

At the end of each month this firm sends an itemized statement of account to every customer who has bought goods during the preceding thirty days. For the purpose a loose-leaf ledger is used. A white and a buff-colored page are given each account. Every morning the charge sales of the previous day are posted to the accounts, a carbon sheet being used to post both sheets at once. The buff sheets are perforated along the margin and at the end of each month these sheets are torn out, folded and addressed (full name and address is on each sheet). It takes this firm but an hour or two on the last day of each month to send all the statements out in this way.

When the plan was first started this firm sent out printed slips stating that the sheet was sent for the purpose of verification. To any customers who complained that the plan seemed to question their veracity it was explained that the firm would not have trusted them in the first place if such was the intention. It was then explained that the idea of the plan was merely to keep the books straight. This merchant is very enthusiastic over the plan and thinks it is one which would be adopted to advantage by many other hardware merchants, particularly at this time.

How Merchants Have Improved Collections

A Toronto Hardware Merchant Put in a Bookkeeper and in Six Months Paid Off Mortgage Held as Security by the Wholesale—Another Puts Drafts in Bank and Increases Collection Allowance as an Incentive.

"DO NOT seek further credit accommodation from your bank, but seek the co-operation of the bank in collecting accounts receivable." Such is the advice to the hardware trade from the credit manager of one Toronto wholesale hardware firm, in view of the recent increase in the tendency to overlook collection of book accounts with the consequent tightening of available funds and the inability of the merchant to take his cash discounts or to meet his obligations when due.

In this connection the suggestion is made that merchants take their books to their banker and check over the list of accounts and get the benefit of the banker's knowledge of the various accounts. A decision can then be arrived at as to the best means of collection. An opportunity should be had of stating the true facts of the case to the negligent customer and if he then fails to make even a partial adjustment the plan has been followed with good success of placing a draft in the bank covering the amount in arrears. Some dealers have followed the plan of offering the banker ½ per cent. on such collections in place of the usual ¼ per cent., as an added incentive to arrange settlement.

Speeds Up Action

In connection with this plan it is thought that the customer is more likely to take action on the matter when in the hands of the bank than on reminders from the merchant. Another point emphasized was that seeking the co-operation of the banker in this manner would tend to strengthen the bonds of interest between merchant and banker with the resultant increasing of good faith between them, an advantage to both concerned. Such action is advised firstly in connection with long standing accounts. The plan of offering a discount for cash is being followed by dealers in some communities, but it is not thought to be necessary or advisable except perhaps in some isolated cases.

The volume of hardware business is said to be well maintained, and the only apparent difficulty seems to be in connection with the settlement of accounts, so that the dealer will be enabled to carry sufficient size and range of stock to maintain business, and so that he may be enabled to take advantage of cash discounts.

More Pronounced in City

The condition outlined is confirmed by the credit manager of another wholesale hardware firm, who advises that it is more pronounced in the city than in the rural districts. This is taken to be significant in view of the fact that city dealers have possibly more facilities for the collection of such accounts.

This official suggests that dealers will find it profitable to devote more attention to the accounting end of their business at the present time. He cites the case of one Toronto dealer whose trade included plumbing, tinsmithing and other such departments and required more attention than could be given by the proprietor. His wife was called upon to look after the store trade, the accounts were neglected and the wholesale firm found it necessary to hold two mortgages on the store property as security. This dealer was advised that he was doing too much and not paying sufficient attention to the business details.

Installs a Bookkeeper

About six months ago this advice was acted upon and a girl bookkeeper was installed at a nominal salary. Since that time this business has been put upon a much sounder basis than before. Not only have the merchants' accounts been met readily, allowing him to take advantage of cash discounts, but he has made sufficient to allow him to pay off one of the mortgages against his property. This case demonstrates the advantages of systematic handling of accounts.

Under present conditions when it is more difficult than usual to collect accounts, and when the dealer must keep his business in as liquid a condition as possible the suggestion is made that many dealers could profitably install a bookkeeper at a moderate salary to make collections. Customers will soon come to appreciate the fact that they are dealing with a modern business institution and the result will be what the dealer needs to help him safely over the period of readjustment.

Wholesale Hardware Assn. Members Discuss Business and Price Outlook

MONTREAL.—Col. Robert Starke, president of the Canadian Wholesale Hardware Association, gave a banquet to a number of the members, including some of their friendly associates, at the St. James Club, Montreal, Que. The meeting was quite informal and was to discuss the business and price outlook for 1921. Opinions were exchanged quite freely, and in a manner that made the meeting a success.

Very interesting and instructive talks were given by visitors, and the consensus of opinion was that it was not to be expected that there would be big business in the first months of the year, but that later business would be satisfactory. In so far as the banks were concerned, it was felt that they would stand behind the legitimate merchant who has not been speculating.

No Return of Prices to Pre-War Levels

It was almost unanimously felt that prices would not go back to pre-war levels, and that while there would be readjustments from time to time, there would not be any sudden slumps in prices, but rather a gradual downward trend to a firm basis. There will be some lines of merchandise, it was stated, that will not see any change in price for a long time to come, such as tinware, enamelware, boilers, etc., and that any changes when they do come will be gradual.

Among those present were Col. Robert Starke, Starke-Seybold, Ltd.; J. C. Seybold, Starke-Seybold, Ltd.; H. B. Seybold, Starke-Seybold, Ltd.; George Caverhill, Caverhill Learmont Co., Ltd.; Thos. Birkett, Thos. Birkett & Co.; Mr. Prudholme, Prudholme & Fils; Jos. Dowling, Caverhill Learmont Co., Ltd.; Ross McMaster, G. M. Steel Co. of Canada; Mr. Henwood, Bank of Toronto; Mr. Waldie, Colonial Iron & Steel Co.; B. Peck, Peck Rolling Mills; Geo. Davis, Frothingham & Workman, Ltd.; Edward Goodwill, Thos. Davidson Mfg. Co., Ltd.

The Steel Corporation's Proportion

The percentage of the total steel ingot production of the U. S. that was made by the United States Steel Corporation has been as follows in the years named:

1902..67.0%	1914..51.8%	1917..46.6%
1912..55.9	1915..52.4	1918..45.4
1913..55.0	1916..50.5	1919..51.1

The percentages here given do not agree with certain percentages that have been published, because the other percentages compare the Steel Corporation's output of ingots with the country's total of steel castings and ingots, obviously an incorrect comparison because the Steel Corporation is not a factor in steel castings.

As to the Steel Corporation's proportion of the total capacity, a safe figure to take for a basis of comparison is the proportion of production shown for 1918, 45.4 per cent.

Aftermath of Luxury Taxes

No Refund of Licenses Fee or for Extra Perforators—No Refund of Tax on Articles Returned After December 20th

A NUMBER of interesting points have arisen following the elimination of the luxury taxes on lines sold in the hardware trade and some information of value to merchants is outlined herewith as a result of an interview by Hardware and Metal with the Collector of Inland Revenue at Toronto.

The stamp perforators which have been loaned to holders of retailers' licenses are to be withdrawn by local collectors and retained pending receipt of further instructions. Perforators which were purchased by holders of retailers' licenses are not returnable nor is the purchase price subject to refund.

Discontinue Issuing Retailers' Licenses

The issuance of retailers' licenses will be discontinued, as will the issuance of manufacturers' licenses to manufacturers of articles upon which the tax has been remitted. Fees for such licenses obtained before the 20th of December are not subject to refund.

Regarding the redeeming of stamps used for the luxury taxes, the regulation states, "Unused and uncancelled stamps in the hands of dealers on the 20th inst. (December) are refundable at their face value; application for refund shall be submitted through the Collectors of Inland Revenue in the regular manner and shall be accompanied by the unused stamps, with statement showing the number of each denomination of stamps, also the total value represented thereby."

Stamps Cancelled But Not Used

The question of redeeming stamps already cancelled but not used, such as in the case of large stores which had a limited number of cancelling machines and which cancelled a number of stamps in advance and supplied them to various departments in the store, was brought to the attention of the Collector. He replied that this plan was only followed in a limited number of cases and special permission was secured in those cases to follow the plan outlined. Where such permission was given the stamps though cancelled will be redeemed, though claim for refund should be made separately from that made for uncancelled stamps.

No Refund on Goods Returned After December 20th

Regarding the refund of luxury tax on goods returned to the vendor, a regulation provides that "the luxury tax paid upon articles which are returned to the vendor on or after the 20th of December is not subject to refund."

Dealing with the claim of automobile dealers for the refund of luxury tax already paid on automobiles in stock it was pointed out by officials of the Inland Revenue Department that while it would be establishing a dangerous precedent to allow refund of such taxes yet the representations carried a good deal of weight, and as it was a very important financial consideration to many dealers, the tax making an average increase of about $150 in the price of an automobile, special consideration would likely be given their case at the special hearing this week.

A point which should be watched carefully by hardware merchants is the practice of allowing a discount of the amount of the luxury tax from the present price plus tax on an article. It is evident that the merchant following this plan will be losing money. If an article costs $15 plus ten per cent. tax, total $16.50, and the retailer marks the price down the same percentage it will bring the price to $14.85 or 15 cents less than he would originally charge without the tax.

Effective Displaying of Cutlery

Some Ideas in Window Display of Knives, Razors, etc., as Adopted by London Hardware Merchants

TWO very effective, yet strikingly different ways of displaying pocket knives are to be seen in the windows of London hardware stores.

Right in the centre of the display in one of the windows of the Purdom Hardware Co. is a little glass stand which looks very much like the bottom part of a tumbler. Fastened to the top of it is a ball of cork about three inches in diameter. Into this ball are stuck about fifty pocket knives of all sorts and sizes with the open blades flashing. The whole display is right under the eyes of prospective buyers. It is striking, attractive and extremely simple.

Another very simple little display arrangement in the same window is used to show razor strops and razors to advantage. Right in the two front corners screw eyes have been placed about eighteen inches apart in the wood work. Into these have been inserted heavy gauge brass wires about fourteen inches long. These wires resemble very much the nickelled racks found on many stoves used for drying towels and other things. They are of course much lighter and may be taken out in a couple of seconds. From the six wires in the Purdom window are suspended razor strops and razors, the latter being hung by simply bending the blades back. Both the razors and the strops make a fine showing and they are close to the prospective customer's eyes.

Another simple and attractive method of displaying pocket cutlery is used by the Cowan Hardware Co. From wires suspended from the ceiling of the window a board about eight feet long and four inches wide is hung. The board is covered neatly with black cloth and every half inch or so knives are placed. They are all open and are fastened to the board. They make a very fine showing and stand out strikingly.

Exports of Canadian Hardware to the United Kingdom

Following figures show comparative value of exports of Canadian hardware to the United Kingdom in 1918 and 1919, figures for which have just been completed:

	1918	1919
Tubes, pipes, fittings of iron and steel, wrought	£ 3,968	£ 77,195
Cast iron and steel pipes	.....	6,114
Wire—including uninsulated electric wire	76,844	151,517
Wire rods	42,062	230,871
Wire nails	429,257	493,564
Copper, unwrought	.....	171,685
Metal, unwrought, unenumerated	1,794,546	652,133
Cutlery	17,268	364,346
Hollowware, wrought, enameled	.....	63,247
Painters' colors and pigments—nickel oxide	84,855	30,656
White lead	.....	56,628
Colors and pigments, unenumerated	84,412	119,156
Auto accessories	15,755	429,690
Ammunition—shot and shell	35,663,558	5,811,363
Brooms and brushes	.....	17,615
Cordage and binder twine	.....	37,055
Lamps and lanterns	3,574	19,871
Toys	1,314	26,838

Advertising Suggestions for January

SLEIGHS FOR BOYS AND GIRLS

Now is the time to buy a SLEIGH, when our Big Assortment gives you a Good Choice.



These Sleighs are made with Steel Runners, and highly Painted and Varnished on Hardwood. This style is made in Five Sizes—each size is different in some respects.

Prices 70c, 90c, $1.00, $1.85, $3.85

BOB SLEIGHS

Say, boys, how about a Pair of Bobs? Made of Best Quality Hardwood Sleighs, hand rail on both sides, and the whole set painted Red. Price $10.00



STEERING SLEIGHS

Just the right Sleigh for a Boy or Girl—may be steered by feet. Very strongly made; made in Six Sizes—one for the Little Ones as well as the Bigger Ones.

Prices $1.50, $1.65, $1.95, $2.25, $2.75, $4.25

Peterboro Hardware Co. Ltd.

Winter Sports

BOYS! Have you bought your skates and sleigh yet? Have you got a new hockey stick & a puck?

Just as soon as the ice will bear you want to be ready for a skate. Come in and see us we have everything you need for winter sports.

Boys' Sleighs of All Kinds

Boy's Coasters with round spring shoes.

28x10 in.	30x10 in.	36x11 in.	42x11 in.
$1.00	$1.75	$2.35	$2.50

Flexible Flyers 32x12 in. $3.25 37x12 in. $4.00

STANN SKATES

Only the celebrated Stann skates used by professional skaters sold here. Acme Clamp Skates $2 per pair. Boys Hockey Club $2.00 per pair.

"ACADIA"

It's light weight and graceful outline make it a popular ladies Skate

Nickel Plated $2.50

"BULLDOG"

Rigidly built and neatly finished NICKEL PLATED $2.40 pair

"CLIMAX"

Has hand tempered cast steel runners, highly nickel plated $3.85 pair

REGAL FEATHERWEIGHT

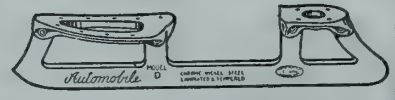
Well known as one of the fastest and lightest of all hockey skates. Hand tempered Runners Highly nickel plated $5.00 pair

Nellis Hardware Co.

Opp. Royal Bank. The Big Hardware House

MART HOOPER, SWIFT, AND VENITH HOCKEY STICKS

HOCKEY PUCKS, SKATE STRAPS, TAPE, ETC.



Automobile & Star HOCKEY SKATES

ALL SIZES

COME AT ONCE—SELECT YOUR SIZE AND BE PREPARED FOR THE RINK OPENING NEXT WEEK.

WE HAVE A FEW OLD LINES OF HOCKEY SKATES TO CLEAR AT $2.00 PER PAIR. THESE ARE EXCEPTIONALLY GOOD VALUE AND JUST THE RIGHT THING FOR THE CASUAL SKATER.

Hand Sleighs

OUR STOCK IS VERY COMPLETE. THESE ARE ALWAYS SCARCE AROUND CHRISTMAS TIME.—PICK 'EM OUT EARLY

ONLY A FEW SETS OF ALUMINUM WARE LEFT AT $2.25 PER SET OF THREE PIECES.

E. Fletcher & Co.

Quality Hardware

Winter sporting goods are featured in these suggestions. Sleighs for boys and girls, with suitable illustrations are shown in the ad. by Peterboro Hardware Co., Ltd., Peterboro, Ont. Hockey sticks, pucks, etc., are added in the ad. by Nellis Hardware Co., Vermilion, Alta. Skates are illustrated in the ad. by E. Fletcher & Co., Humboldt, Sask. Snowshoes, skiis, bobsleighs, skating goods, etc., can also be mentioned in such ads.

Annual Sale of Ranges and Heaters in Progress

Every Stove Wears a Tag

Look for them, these bright red cards showing the regular and SALE pricing in large figures.

Every stove on sale. Every price a bargain. Big plain price figures.



Stove Display Upstairs

Apart from the windows, no stoves are displayed downstairs. Walk right through the store. The second floor is our stove display room.

The largest and best assorted stock of stoves in Saskatchewan on sale.

THE FAMOUS "KOOTENAY"



Red Tag Price

$126

An easy lifter in the world of splendid ranges. The body, flues and oven are built of ARMCO iron, 99% pure, offering greatest resistance to rust and gases. Full steel top, six 9-inch holes, large oven. High closet and copper reservoir included.

THE KOOTENAY LASTS A LIFETIME

Part of the policy of the SASKATOON HARDWARE CO. LTD. is never to carry over seasonable goods if price reductions will sell them. Each year we hold a clearance sale of stoves and heaters. This year it is a good month earlier, due to backward conditions.

This is not a PANIC sale. Lower prices will undoubtedly come sooner or later, but the sale markings on these stoves are less than replacement prices.

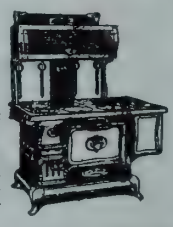
Stoves and ranges are SAFE BUYING at our sale markings. You can get no better quality at considerably higher cost in this province. All stoves on sale until cleared out. Mail orders filled in rotation with the privilege of returning money if stove required is sold out.

Stove and Range Sale Starts Tuesday Morning 9 A.M.

McCLARY'S "GARRY" RANGE

Red Tag Price

$99



A popular range built to supply the demand for an all steel range, combining the latest and best features, and selling at a moderate price. The GARRY is an excellent cooker, has 20-inch oven Steel throughout, 6-hole size. Duplex grates for coal or wood, copper reservoir and high closet.

Garry Range—The same range exactly, but without the reservoir. Only $85.50

McClary's Regina Range

Designed to meet the demand for a lighter range at a moderate price. Blue polished steel throughout, trimmed with plain nickel facings. Large oven roller grates. Extended and high closet. Red Tag Price $84.25

See the Home Triumph

For the average home there is no better range made. Light, moderately priced, handsome appearance, easily kept clean. Steel throughout, 6 holes, large oven, roller grates no reservoir, with high closet. Red Tag Price $85

AIR TIGHT HEATERS

A heater for the bachelor or small cottage. Heat any place thoroughly in a few minutes. Sheet steel body, airtight dampers, nicely finished

No. 1	No. 2	No. 3
15 inches high. Red Tag Price	18 inches high Red Tag Price	21 inches high Red Tag Price
$3.00	$3.50	$4.00

COMPARE OUR PRICES

Oak Heaters

A big showing of the favorite heater in this western country. The Oak heater is beautifully made ornamental, nickel trimmed steel body mica panes in fire door.

No. 19 CANADIAN OAK is 43 inches high 17 inches wide with 8 pieces of mica in the door. Red Tag Price only $26

FITZ HOT STORM—This is a big efficient heater in a more substantial style, than the ordinary Oak. Suitable for large rooms. Red Tag Price $49

TORTOISE—A large size heater store, after the style of the Quebec, in that it is fire brick lined. Red Tag Price $25

EBONY OAK—A great little oak style heater, plain design. A durable economical stove. Red Tag Price $11

Only Two Left

FIRECO REG.

Note the Price Tickets

Here is a range that will hold fire for 24 hours. It is made purposely to economise on fuel. Where the ordinary range uses two pails of coal the FIRECO does more cooking and throws more heat on one.

Highest grade steel throughout. Positively air-proof unless you open the drafts. There is no other range just like a FIRECO.

Just two left in stock. Ask to see them. Red Tag Clearance Price

$135

SASKATOON HARDWARE

EST. 1903 PHONE 3128

THE RED FRONT HARDWARE STORE

Second Avenue. Next Western Hotel

"SAVE IT'S COST"

Quebec Heaters

A heater stove that is lined with highest grade fire brick that is air-tight unless the dampers are open will certainly throw more heat on less coal. Handsomely designed stoves. Rolled steel body. Nickeled drafts.

No. 12 flat grate 12 inches high with extra deep fire pot. Red Tag Price $13.50

No. 14—This is a type of Quebec without grates. The best for soft coal burning. Red Tag Price $12.00

No. 13, slightly smaller, for little rooms. No grates. Red Tag Price $10.00

No. 15 60—A Quebec with the roller draw centre grate. Large size. Red Tag Price $20.00

A HANDSOME RANGE

Household Queen

This is a fully steel range selling at a low price, polished top, 6 hole size, large oven, large copper reservoir, high closet. Very plain nickel trimmings, easily kept bright and clean. Red Tag Price $95

FOR SMALL FAMILIES

Transcon Range

The range that will suit the small family who do not need the larger sizes 4 nine-inch holes, otherwise exactly the same as any of our other ranges with high closet, no reservoir. Red Tag Price $84

A Range and Heater Combined

With fuel so high in price the COMPOSITE RANGE-HEATER will fill the bill for the small family. It is like a Quebec heater with a small range on top. 4 holes, perfect cooking and baking. Heats and cooks on the one fuel. Takes little room in a kitchen. Ask to see it. Priced $69.00

An annual sale of ranges and heaters is outlined in this stove ad. by Saskatoon Hardware Co., Ltd., Saskatoon, Sask. A great many lines of stoves, ranges and heaters are illustrated, and each is plainly price marked. The plan of numbering various styles of stoves in the descriptive matter in the ad. is followed, the corresponding number being placed on the stove on display so the customer will have no trouble linking up the ad. with the stove.

Display Suggestions for January



The mid-winter season is the one in which electric lighting fixtures are used the most. Table lamps, ceiling and wall fixtures should be shown illuminated. Percolators, toasters, grills and other appliances are very handy in preparing hot lunches during the cold weather and their respective uses can be shown effectively.



Stoves and ranges along with certain articles of kitchen utensils are good lines to emphasize during the winter months, for it is then that the question of replacing su h lines is uppermost. Stoves can be shown to good advantage in the windows each plainly price marked.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, JANUARY 1, 1921

DESPITE exchange rates and other handicaps, Canadian firms are active in developing export connections. Our exports to Britain have increased $23,000,000 and to foreign countries $77,000,000 over last year. Some administrative body to make financial arrangements with foreign countries in the interests of Canadian exporters is urgently needed.

* * *

AN indication that the buying power of the public for hardware lines has not materially lessened is found in the fact that many hardware merchants report the biggest Christmas trade in their history last week, despite the fact that in many sections severe weather made Christmas shopping a last minute rush.

* * *

THE downward sweep of values since midsummer has carried prices of various fibres down from a relatively strong position to price basis lower than for from four to six years, some prices being back to that ruling on July 1, 1914. A review of the past year in the fibre industry, as given elsewhere in this issue, makes interesting reading.

The Past Year

SURVEYING developments in the Candian hardware trade during the year just closed it is evident that for the most part merchants in this line of business have made a very creditable showing in the face of difficulties which have beset business in general as result of readjustment conditions. Hardware prices were not subject to artificial inflation to any great extent owing to the fact that it is a necessary line as compared with luxuries, and the urgency of price reduction now is therefore not so great. Confirmation of the firmness which has characterized most hardware lines throughout 1920 is found in the fact that of sixty-six basic lines, taking 100 as an index figure representing the price of the article in January, 1920, the present average value is equivalent to a figure of 111. Taking the year as a whole it is therefore evident that despite the period of price reducing, average hardware values are 11 per cent. higher at the end of 1920 than at the beginning. Of course declines are becoming more general but they are very gradual and it is not expected they will, therefore, cause any chaos in trade.

Hardware stocks are generally smaller now than earlier in the year and a hand to mouth buying policy will probably be continued until buyers decide that values have reached what will be considered as a normal level. Collections were good up until the last few weeks in the year when an increasing tendency to ask for credit accommodation was noted. Close attention to accounting methods and collection of accounts has been strongly advocated to offset any serious effects from this condition. Summarizing the situation it is therefore evident that the hardware trade is very favorably situated and in good position to plan for bigger business in 1921.

The Outlook

CONFIDENCE that Canadian business is fundamentally sound, and optimism that 1921 will see trade put upon a sounder basis with larger volume of business, is the keynote of the opinions of manufacturers and wholesalers as expressed to Hardware and Metal and reprinted in this issue. It is held by one authority that best results will be achieved in the forthcoming year by dealers passing on to their customers any saving that can be effected in buying, in the interests of a bigger volume of trade. In some lines it is held that present prices justify merchants laying in supplies for spring use. Such action combined with a plan of buying reasonably and selling reasonably would, it is thought, solve much of the present difficulty.

Failure to realize when the top and bottom points have been reached is no doubt a big influence in continuing the so-called "buyers' strike" in the face of drastic price reduction. It is largely a question of where the adjustment should begin. There are some who do not think it good policy to reduce wages until the cost of living declines, but it is doubtful if this plan would bring a reduction in cost of living for wages represent a very large part of present prices on practically all commodities.

Revival of business in good volume in the spring is expected by a number of manufacturers, the opinion being that by then, if not before, buyers will find that the prevailing price levels justify laying in stock in anticipation of greater buying activity as the new year develops.

Aftermath of the Luxury Tax

WHILE the hardware trade has been elated to see the removal of the burdensome luxury taxes and are little disposed to find fault on this score, yet it is nevertheless a fact that the unsatisfactory handling of this measure which has been evident since it was introduced is still to be seen in the closing-up stages of this piece of legislation. Retailers' license fees are not to be refunded though the work of registration has just been completed and the licenses were to be good until the end of the fiscal year. No further use is evident for the perforators purchased and distributed to retailers in all parts of the country and no refund will be given for extra perforators purchased in large stores where more than one machine was necessary. Refund will be allowed only for uncancelled luxury stamps except in the case of stores given special permission to cancel a certain number of stamps prior to use, such permission being granted where an insufficient number of machines were in use.

The automobile dealers are pressing for a refund of luxury tax and they undoubtedly have a good claim, as they would stand to lose an average of $150 per car now in stock. It is a question, however, if the granting of a refund would not establish a precedent which the Government would have difficulty in breaking away from in the event, for instance, of a change in tariff or any other form of customs or excise tax.

Though the luxury tax is gone this iniquitous measure will not soon be forgotten.

Completing Plans for Hardware Convention

Executive Committee of Ontario Retail Hardware Association Meets in Hamilton to Complete Plans for Program and Exhibition —Seventy Concessions for Exhibits

THE Executive Committee of the Ontario Retail Hardware Association met in Hamilton, Ont., this week and completed arrangements for the exhibition to be held in the Armories on James Street, North, in connection with the annual convention to be held from February 14 to 17 inclusive. From the plan it is evident that there are about seventy concessions to be sold to exhibitors. These concessions vary in size but for the most part are 10x12 ft. or 10x15 ft. Secretary Macpherson states that from present indications the exhibition will be the best and most interesting in the history of the association.

HOLD ALL MEETINGS AT ARMORIES

At the meeting of the executive committee in Hamilton the plans made by the Hamilton members, following instructions given at the last regular meeting, were confirmed. The course decided upon was to hold all meetings in the convention hall of the armories where the committee rooms and exhibit hall allow all departments to be concentrated. No meetings will be held at the Royal Connaught Hotel.

Plans have been made for decorating the armories and an orchestra has been secured to render music during the afternoon.

Twice as many booths for exhibits are available this year as compared with last convention; they are larger, more uniform and all on one floor.

"Prospects are splendid for a good convention, we took up all the complaints of previous years and endeavored to make our plans so that they would be rectified," said George May, Vice-President of the Association, to Hardware and Metal. Concentrating all points of interest under one roof is expected to make the convention more effective.

Talk on Co-Operative Buying

Mr.. Hargreaves, of the Drug Trading Company, has consented to give a talk on co-operative buying and a number of prominent trade representatives have been secured to address the convention on various topics of interest to the hardware merchant.

Permanent Secretary

The question of appointing a permanent secretary for the association has received a good deal of attention recently at the hands of members and this will be one of the most important topics to be considered at the convention. The actual decision to appoint Secretary Macpherson as permanent secretary has been made but definite action has been held up pending a satisfactory disposition of Mr. Macpherson's hardware business in Prescott, Ont. President Wanless of the association will address the convention on the work of the secretary as a permanent official.

Important Merchandising Problems

The fullest opportunity is to be given for a free discussion of all trade questions. With the removal of the luxury taxes on hardware lines, one large source of contention which would have received much attention at the convention has been removed. There are many other important matters before the hardware trade at the present moment having to do with merchandising conditions in the period of readjustment and an open discussion of these points will no doubt prove a big help to all concerned.

Manufacturers and Wholesalers to Speak

Much valuable information is always given by representatives of manufacturers and wholesalers who address the convention and this will be an important feature at this year's convention. The "Iron and Steel Market," "Wholesale Trade," "The Retail Trade," "Paints and Oil," "Save the Surface," will be some of the subjects dealt with in this way.

Some of the other topics of interest to hardware merchants at the present time, and which will be dealt with by authorities on the various subjects include: Mutual fire insurance as adopted by retail merchants in other parts of the country; local retail advertising; chain stores; co-operative stores, etc.

Educational work through the medium of the moving picture will also be a feature of the program this year. This will apply to the manufacture of rope and binder twine and other industrial activities.

SYNOPSIS OF PROGRAM FOR 16TH ANNUAL CONVENTION OF ONTARIO RETAIL HARDWARE ASSOCIATION IN HAMILTON, ONT., FEB. 14-17

Association Headquarters—Royal Connaught Hotel

Exhibition Headquarters—Armories Bldg., James St. North

Monday, February 14th

2.30 p.m. Meeting of Executive—Royal Connaught Hotel.
4.00 p.m. Registration and enrolment of members.
7.30 p.m. Open session—Reception and smoker. Moving picture "Industrial."

Tuesday, February 15th

9.00 a.m. Opening of business sessions.
9.30 a.m. Greetings from mayor, wholesalers and manufacturers.
10.00 a.m. Addresses of president, secretary, treasurer, auditor's report, receipt and disposal of officers' reports, appointment of resolutions and convention committees.
1.30 p.m. to 6 p.m. Inspection of exhibits in Armories building.
7.30 p.m. Executive committee report on permanent secretaryship. Address by President Wanless, "A conception of the duties and scope of an association secretary." "What the secretary owes to the members and what members owe to the secretary," by Secretary Macpherson.
8.00 p.m. Notice of motion from 1920 convention. Full discussion and disposal of reports of executive committee. Nomination of officers.
8.30 p.m. "A game of cards." Every card will be headed, "What I want to know about the hardware business." All questions will be answered first by the members and then by the chairman or secretary.

Wednesday, February 16th

9.00 a.m. Report of convention committees.
9.30 a.m. Business prospects for 1921 by representative speakers.
11.00 a.m. Address by representatives of "Save the Surface" campaign committee.
11.30 a.m. Address on mutual fire insurance as carried by retail associations.
1.30 p.m. to 6 p.m. Visit exhibits in armories. Special attractions and music.
7.00 p.m. Banquet and entertainment.

Thursday, February 17th

9.00 a.m. Reports of committees.
9.15 a.m. Election of officers.
9.30 a.m. The chain store proposition.
10.00 a.m. Co-operative buying.
10.30 a.m. Questions and discussion of addresses presented.
11.00 a.m. Exhibition hour. Short addresses by exhibitors on selling goods.
12.00 a.m. Entertainment.
1.30 p.m. to 6 p.m. Visit exhibits in armories.
7.30 p.m. A talk on advertising.
8.00 p.m. Question box. Answers to card questions.
9.00 p.m. Moving picture. "A film story on rope and binder twine manufacture." Smoker.

News of Western Canada

Interesting Programme for Sales Convention of J. H. Ashdown Hardware Co.

WINNIPEG, MAN.—The week of January 3 will be a busy one for the sales staff of the J. H. Ashdown Hardware Company, Ltd., it being the occasion of the "Diamond A Sales Convention for 1921." An interesting and instructive program has been arranged starting at 9 a.m. on Monday morning with a "get together" in Hall No. 3 North West Commercial Travellers Building, C. H. S. Bamford, sales manager, in charge. An address entitled "The Manufacture of Steel and Iron" will be given at this session by A. J. Wood, Western Manager Steel Company of Canada, to be followed by F. J. C. Cox, secretary of the North West Commercial Travellers' Association, on the subject "Some Commercial Traveller's Problems."

Opening the afternoon session R. A. Essex will speak on "Buckeye Incubators," the product of the firm he represents. At 2.30 p.m., H. F. Moulden will speak on "Wizard Washing Machines," to be followed by a demonstration of Weaver Garage Equipment by P. A. C. McIntyre.

Tuesday

Opening the Tuesday morning session there will be a film story of Plymouth rope and binder twine at the National Theatre. W. G. McMahon, of the Plymouth Cordage Co., in charge. A film story of Solex Lamps will be shown at 11 a.m., W. G. Draper representing the company. T. H. Van Horn, sales manager, Harvey Spring & Forging Co., Racine, Wis., will open the afternoon session with an address on "Harvey boltless springs," following which R. Allen, of the Oneida Community Ltd., will speak on "Oneida Community products." At 3.30 p.m. a demonstration of "Florence Oil Stoves" will be given and a demonstration by a special factory representative at McClary's warehouse. Addresses will be given by Messrs. Clarke and Kennedy.

Wednesday

The Wednesday session will be opened by C. A. Dana Redmond, advertising manager of the Boston Varnish Company, speaking on "Kyanize Products." He will be followed by W. H. Cunningham, Kasement Dore Co., who will deal with Kasement Skrene Dores. In the afternoon T. F. Shurly, of T. F. Shurly Co., Ltd., St. Catharines, Ont., will speak on "X Saws" followed by an address on "Burgess Batteries," by C. F. Burgess Laboratories, Madison, Wis. At 4 p.m. the subject of "Hoyt Electrical Instruments" will be dealt with by a special representative of the Burton Rogers Co., Boston, Mass.

Thursday

Thursday session will be opened by C. L. McMullen, general sales manager of Fuller & Johnston Co., Madison, Wis., speaking on "Fuller & Johnston Gasoline Engines," to be followed by A. B. Maurer, of Taylor Instrument Co., Rochester, N. Y., speaking on "Thermometers." The afternoon session on Thursday will be opened by Mr. Daly, of K. & S. Tire and Rubber Goods, Ltd., Toronto, speaking on "K. & S. Tires and Tubes," to be followed by Messrs. Rhame and John Carlind, of the Lunkenheimer Company, Cincinnati, Ohio, speaking on "Lukenheimer Valves."

Friday

"Enterprise" ranges, stoves and heaters will be dealt with by D. S. Fisher, of the Enterprise Foundry Company at the Friday morning session, a film being shown at the National Theatre. The afternoon session will be opened with addresses on "Diamond A paint," by Mr. Black, general manager, Mr. De Merrall, western manager, Mr. Webb, sales manager Martin Senour Company. At 3.30 p.m. "Champion Blowers and Forges" will be the subject, dealt with by Mr. Hertzler, to be followed by R. H. Conley, speaking on "Remington U.M.C. and Automobile Lines."

Saturday

The convention will be addressed on Saturday morning as follows:—9 a.m., Mr. Hutchison; 10 a.m., Mr. A. E. Dykes; 11 a.m., Mr. McIntyre; 1.30 p.m., Mr. Maitland.

Thos. Pearson Elected to B. C. Legislature

VANCOUVER, B.C.—Thos. Pearson, manager of R. C. Jamieson & Co., Ltd., British Columbia branch, was elected a member of the British Columbia Legislature at the recent elections held in December. Mr. Pearson has been connected with R. C. Jamieson & Co. for over 38 years, starting in September, 1882, filling positions of shipper, superintendent, travelling salesman and branch manager. He has been a member of the Point Grey, B.C., Council for four years and is Reeve for 1920 of the municipality having a population of between 15,000 and 20,000.

TO KEEP WINDOWS FROM FROSTING

Dealing further with this subject and supplementing the information in a previous issue of Hardware and Metal, the following letter tells of the plan adopted in the retail stores in Winnipeg and Calgary of the J. H. Ashdown Hardware Co.:—

Hardware and Metal,
143-153 University Avenue,
Toronto, Ont.

Gentlemen:—

Replying to yours of the 26th. Our windows, both in Winnipeg and Calgary, are closed in completely top, bottom and back. There are air vents at the bottom and top of the glass, which allow the outside air to circulate through the window. This keeps our window "rooms" as cold as the weather outside and therefore the glass does not frost over. On very cold days, when the door leading to the windows is open for changing display and the warm air from the store gets in, the windows frost over, but this quickly disappears when the work is completed and the windows are closed up again.

Considering the wonderful selling value of a window display, we think it money well spent in building the windows with good backgrounds, to enable their use the year round.

Yours truly,
The J. H. Ashdown Hardware Co., Ltd.

Now a Member of British Columbia Legislature

Vancouver, B.C. (Special).—Jas. Ramsay, of Vancouver, was recently elected to the British Columbia Legislature. Mr.



JAMES RAMSAY

Ramsay, as president of Ramsay Bros. & Co., Ltd., has been seventeen years in public life in Vancouver and has filled the various positions of school trustee, alderman, president of the Board of Trade, vice-president of the B.C. Branch C.M.A., and a number of other offices in civic and philanthropic organizations. Mr. Ramsay is on the aldermanic board in Vancouver this year, holding the chairmanship of the finance committee. Many matters dealing with retail interests have come up and Mr. Ramsay has shown a sympathy and knowledge of retailing problems that so often are lacking in public officials.

With his recent election to the B.C. House, Mr. Ramsay has maintained his unique record of never being defeated. He is Liberal in politics, Conservative in policies, Presbyterian in religion.

Western Man Promoted

T. Gibson Hall, Saskatoon, Sask., has been promoted to the position of sales manager for McCaskey Systems, Limited, Galt, Ont., manufacturers of credit register systems and counter check books. Mr. Hall has been acting as traveller in Saskatchewan for the past two years and takes his new position January 1, at the head office, Galt, Ont.

Western Notes

Penticton, B.C.—W. M. Ross has opened a hardware business.

Taber, Alberta.—The Sheills Hardware Limited has been incroporated.

Maclean, Alberta.—The Cunningham Hardware have succeeded the Cunningham-McLarty Hardware Co.

Kandahar, Sask.—Caskey & MacDonnell have succeeded R. E. Beaton, Stenen, Sask., in the hardware business.

Calgary, Alberta.—The stock of the Marshall Bevers Hardware, Ltd., at the Noble Hotel Building store, has been removed to 1205 First Street West.

Winnipeg.—A. F. McDermid, of Wood Vallance, Ltd. staff, accompanied by Mrs. McDermid, will spend their Christmas holidays in the East.

Winnipeg. — F. J. Scott, of Wood Vallance, Ltd. staff, underwent a slight operation but has completely recovered and is around again.

Winnipeg.—F. W. McGuire, sales manager for Wood, Vallance, Limited, is the proud father of a new baby girl. He is busy receiving the congratulations of all the travelling salesmen and staff.

Winnipeg.—The following travelling salesmen of Wood, Vallance, Ltd., have returned to their homes after enjoying one of the most successful conventions in the history of the firm: M. P. Barnes, Moose Jaw; A. T. Redmond, Saskatoon; W. Dawson, Edmonton; H. H. Hughes, Saskatoon.

Imperial Varnish and Color Co., Link Up With Miller-Morse Co.

The Imperial Varnish and Color Co., Limited, Toronto, have linked up with Miller Morse Hardware Co., Ltd, Winnipeg, Man., for distribution of all their products in the Prairie Provinces and from Port Arthur West in Ontario. It is the intention of the Miller Morse Hardware Co. to lay special emphasis on the distribution of Floglaze throughout this territory. They will carry a complete stock of the more important lines at the outset.



WINNIPEG PAINT & GLASS CO. SALES STAFF CONVENTION

Members of the sales staff of the Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man., who attended the 11th annual convention in Winnipeg as outlined in last week's issue of Hardware and Metal. Front row sitting (left to right)—E. J. Gregory, B. Woolley, B. Marley, E. Shav e,H. B. Dale, sales manager, Winnipeg Paint & Varnish Co.; R. T. Anderson, manager Saskatoon branch; J. H. Clark, M. B. Sainsbury, J. R. Norwell. Second row sitting (left to right)—R. A. Patterson, W. H. Teskey, A. J. Stroud, E. L. Sauder, managing director; J. S. McDiarmid, A. J. Webb, Martin-Senour, Winnipeg, manager; W. R. Brockie, Edmonton manager; W. H. Smith, C. Brown. Third row standing (left to right)—H. C. Hutchcriff, Calgary manager; W. R. Pottruff, E. Jarman, R. T. Mitchell, F. Dry, A. E. Hay, Canadian sales manager Pratt & Lambert; J. W. Crooks, R. E. Pinkerton, Swift Current manager; R. A. Falconer, H. J. Loney, Chas. Whetham, J. R. Ellis. Back row standing (left to right)—C. S. McDiarmid, T. G. Sutherland, J. R. Meldrum, W. T. Murray, J. J. Phillips, B. T. Stephenson, J. E. Wright, H. C. Reilly, W. T. Robinson, John Drewe, E. Miller.

Events in the Trade

Business Changes

Glencoe, Ont.—R. A. Eddie, hardware merchant, has sold his business to W. Edwards.

Niagara Falls Centre, Ont.—A. E. McEvers, hardware merchant, has sold to Smith & Swayzie.

Obituary

Thorold, Ont.—Mrs. L. I. Hunt, wife of the late L. I. Hunt and mother of Wm. H. Hunt, of the firm of L. I. Hunt & Son, plumbers and hardware, died last week.

Personal

Montreal.—E. D. Ranck, Coleman Lamp Co., Ltd., Toronto, was a visitor in Montreal this week.

Woodstock Hardware Store Entered by Burglars

Woodstock.—The first burglary reported in this city in months occurred this week at the store of Davidson & McGinnis, hardware merchants. When the store was opened it was found that burglars had gained entrance from a cellar window and ransacked the store from top to bottom.

Two New Directors of A. C. Leslie & Co.

Montreal. — At the annual meeting of A. C. Leslie & Co., Limited, Montreal, the following two new directors were elected. Forrester B. Leslie, sales manager, who has been with the company since 1896, except for an interval of a few years. George B. Ball, senior, Toronto representative, who has been with the company for 15 years, and who is one of the best known and most popular salesmen in the trade in Ontario.

Sales Convention of Starke-Seybold, Ltd.

Montreal.—Starke-Seybold, Ltd., are holding a convention of their salesmen, the travelling men having come in from their territories for this purpose. The convention is held in the company's offices, and will finish up with the annual banquet being held at the Engineers' Club. Besides the various executives addressing the men a number of manufacturers are giving demonstrations and sales talks on their lines of merchandise. These are not only very interesting but are constructive, and give the salesmen the opportunity of securing information in detail on such lines.

Electrical Appliance Dealers Object to Hydro Shop

St. Thomas.—The Hydro-Electric Shop as a competitor with the local merchants doing business in similar lines is not appreciated by the St. Thomas tradespeople. Complaint comes from the dealers that in the underselling of some articles at the Hydro Shop the merchants are actually paying the commissioners for the maintenance of this commercial undertaking through the prices exacted from them by the commission for light and power.

The merchants dealing in electrical supplies are few, they say, and cannot exert the same influence on the "powers" as perhaps business men in other lines. But they do insist that the hydro-electric commission should confine its activities to that for which the department was created. The addition of a stock of dry goods and boots and shoes, a shopman says, would be just as much within the province of the commissioners as dealing in other supplies. But a departure of the kind suggested would raise a howl from the competing merchants that would shut every hydro shop carried on under the auspices of the commission.

Belgian Commercial Fair

The second yearly commercial fair of Brussels, Belgium, will be held in that city in April next. Canada having exported to Belgium over forty million dollars worth of goods in the past year, manufacturers in this country will probably be interested in this fair. The Belgian Consul General for Canada, at Ottawa, can supply all details.

Tire Production Low

It is competently estimated that the tire companies of the United States, big and little, are today producing at the rate of not over 6,000,000 tires per annum, or less than 20 per cent. of the normal consumption demand of the country.

The minimum consumption today, allowing for the increased use of cord tires and the superior wearing qualities of fabric tires as compared with the infancy days of the industry, is placed at 30,000,000 tires a year. As long ago as 1917, 27,000,000 tires were turned out, and in the meantime automobile registrations have increased by over 3,000,000 cars.

Given an open winter, such as now prevails, and a reasonably early spring, executives of the leading tires companies of the United States are said to figure that by next summer, August 1, when the new automobile year opens, terrific inroads will have been made upon the surplus of tires.

Commercial Travelers Elect Officers

Toronto.—Walter Moore, the late first vice-president of the Commercial Travellers' Association, was elected by acclamation to the office of president for the ensuing year. Harry Dodgson was selected as first and Joe Zammers as second vice-president; E. Fielding, treasurer; and James Sargent, secretary. Owing to illness, Mr. Sargent was unable to attend the convention, and a resolution of sympathy for him was passed.

The following members of the board were also elected: John Everatt, John Cormack, C. A. E. Colwell, Geo. L. Wilmott, J. G. Cane, R. G. Hector, Benj. Miller, J. Davis and W. H. Judge.

Ottawa Commercial Travellers Elect Officers

The annual meeting of the Commercial Travellers' Association of Ottawa was held recently, when the election of officers constituted the chief business of the gathering. The new officers elected were: President, Bert C. Gamble; vice-president, T. A. Crown; secretary, R. S. Mitchell; executive committee, R. M. Cochrane, Charles Devlin, M. Larose, H. Levigne, N. Boileau and H. Nesbitt.

The association will petition the city council of Ottawa to be allowed to vote in the municipal elections three days before election day. Officially it is stated that there are some 600 travellers resident in Ottawa, and unless this concession is made many of them must lose their votes.

Drastic "Gun" Regulations

Toronto.—In view of the great increase in crime recently the Chief of Police draws special attention to regulations concerning the carrying of firearms, especially to a section of the order which makes it a criminal offence to sell a rifle without a permit. Persons who have revolvers or guns are also forbidden to loan them, without first securing from the Police Department a permit to do so.

Following is a list of weapons for which a permit is required before they can legally be carried:

Pistol, revolver, sheath knife, dagger, stiletto, metal knuckers, skull-cracker, rifle, bomb, machine-gun, or any airgun, or device or contrivance for muffling or stopping the sound of them.

Claims Increased Exports

That Canadian export trade is not falling behind is the substance of a statement issued by Mr. A. Marshall, of the Commercial Intelligence Department, C.M.A.

"More money has been spent by Canadian manufacturers in the last two years," he states, "in developing export trade than in the ten years before the war. There are now 1,000 doing export trade, as against 200 or 300 before the war. The proportion of export compared with import goods has increased from 5 per cent. in 1880 to 43 per cent. in 1919."

The exchange rates in Britain and France have hit Canadian exports to those countries, but Canada's exports to Britain have increased by $23,000,000 and to foreign countries by $77,000,000 over last year.

"It is practically suicide for individual companies to trade with countries where financial and business conditions are unstable," he says, and advocates some administrative organization to superintend credit operations based on bonds issued by individual countries now in financial straits, covering the national assets.

Sales and Other Tax Returns in Manitoba

Winnipeg.—More than $3,000,000 was collected by the Inland Revenue Department in the district of Manitoba during the current year. Total collections for the months from January 1 to November 30 amount to $3,097,181. December revenue is estimated so far at $280,000, but the figures are not yet complete. Of the total amount collected during the year, $2,521,483 was derived from excise war taxes. Sales tax brought in $1,083,434.

Embargo on Steel Plants

Moncton, N.B.—Railwaymen on the eastern C.N.R. lines have refused to handle or haul freight to or from the plants of the Dominion Steel Corporation and Nova Scotia Steel & Coal Co., whose brotherhood employees in yard service have been on strike for over a month. Assistant Manager L. S. Brown intimates that the decision of the brotherhood regarding an embargo has been submitted to President Hanna, but no word regarding it has yet been received.

News of the Maritimes

R. M. A. Engages Detectives to Patrol Stores During Christmas Rush—St. John Clerks Plan Big Time—Co-operate for Protection Against Thieves

ST. JOHN, N.B.—News of the removal of the luxury tax was received with a great deal of satisfaction by St. John merchants. The St. John Branch of the Retail Merchants' Association have been putting up a strong fight against this tax, and impressed the Minister of Finance at the time of his St. John visit very forcibly with their determination to have the tax taken off. As soon as the news was received, the merchants at once had large placards placed in their windows announcing the fact. Some used special spaces in the newspapers.

Good Christmas Trade

Hardware merchants of St. John all report as being well satisfied with the Christmas business. Some of the stores have had record sales for the holiday season, sales in many cases being higher than last year, which was acknowledged by all to be the record year. As a protection against pilfering during rush hours, the Retail Merchants' Association engaged detectives to patrol the stores. These detectives were strangers to St. John, and amusing mistakes were made by some of the clerks who noticed different persons spending a good deal of time in stores without making any purchase. In one or two cases the detectives had to declare their identity to avoid being arrested for acting in a suspicious manner. Business blocks are being watched by plain clothes men engaged by local merchants, who are taking time by the forelock to prevent if possible any attempt to break into their premises. The crime wave sweeping over the country, and the appearance in this city of characters that have aroused suspicion has caused these merchants to band together in establishing this protection. Fortunately, St. John has escaped any serious depredations at the hands of professional crooks, and if "eternal vigilance" counts for aught, they will not get a start here.

Clerks Plan Big Time

The St. John Hardware Clerks' Association is planning for a big time in the near future. Last year they held a banquet about this time, which was attended by about three hundred hardware clerks and addressed by prominent local hardware merchants. It has been experienced that these affairs have a tendency to boost the spirit of co-operation between employer and employee. Realizing that the object of the Hardware Clerks' Association is to promote co-operation, the hardware merchants have on former occasions assisted any affair by giving substantially of presents and prizes for sporting events.

Moncton Merchants Had Good Christmas Business

Moncton, N.B.—Local hardware merchants report an exceptionally good business at Christmas and in many cases they state business was the best this year of any time in their history. This was particularly true of the hardware business. The campaigns instituted a few years ago to educate the public towards looking upon the hardware store as a natural place to go when useful gifts were required, has brought bigger returns each year. The slogan "Give something useful" had good effect, for there was even less tendency to buy extravagant gifts this year than before. Electrical goods, chinaware, silverware, kitchen utensils, razors, lunch kits, and winter sporting goods were all actively dealt in. Sheffield cutlery proved popular in Christmas business.

Moncton, N.B.—Commercial men will be glad to know that the New Brunswick Hotel is to be formally reopened on New Year's Eve after having been closed for several months.

New Pocket Flash Lamp

Of English invention is a wet battery pocket electric flash light that will burn steadily for ten hours and which can be recharged from an electric light socket.



Keep These Dates Open
February 14-15-16-17

There will be many interesting and instructive features at the 16th annual convention of the Ontario Retail Hardware Association to be held at the James St. Armories, Hamilton, Ont., on the above dates.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

A new catalog has just been issued by the L. S. Starrett Co., Athol, Mass., makers of mechanics' and machinists' tools. This catalog is not only an improvement over previous issues in appearance and arrangement, but also contains information about more than twenty new tools.

Among the changes noted is an improved Universal protractor, No. 359. The dial is graduated round the entire circle, and is equipped with one vernier and adjustments are controlled from the centre of the tool.

New micrometer calipers shown are No. 24A, fitted with a stiffening rod and especially adapted to the tire industry in measuring tire molds; No. 230M, a micrometer caliper with frame cut out for use in places where the ordinary tool cannot be used; No. 463, a caliper head which it is claimed can be easily attached to a tool or machine when a fine measurement is required. Nos. 463M and 464 are similar to No. 463, but with metric graduations.

Nos. 226K and 226L are other new micrometer calipers adapted for general use and said to be easily set and read.

New tools numbered 272M and 279 are metric fillets or radius gauges of 18 and 20 leaves of improved design.

Other new lines include V blocks and clamps No. 278, new firm joint dividers made in 3", 6", and 12" sizes, and No. 494D, a new set of toolmakers' buttons.

Besides the illustrations and full descriptions of every tool listed, a useful feature of the catalog is the inclusion of sets of tables comprising wire gauges, decimal equivalents, conversion tables, sizes and speed of drills, tables of different systems of measurement, etc.

Hardware dealers are invited to write for a copy.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2595. **Colliery rails and tubs.**—A Manchester firm are open to consider offers of colliery rails and tubs.

2596. **Castings.**—A Manchester firm are in the market for malleable iron and steel castings.

2598. **Asbestos.**—A British subject, established in Spain for over thirty years, at present manager for an important British association, and who has been connected with several substantial undertakings, desires to secure the exclusive agency for Spain and Portugal for exclusive selling rights for an important asbestos manufacturing firm in Canada.

2599. **Barytes, lithophone, etc.**—A reliable Glasgow firm with extensive connections desire agencies on commission for raw materials of paints and varnishes. Good references.

2600. **Asbestos.**—A Nottingham firm are open to consider offers of fibre and sheet asbestos, washers and packings.

2601. **Graphite.**—A Nottingham firm would like to receive prices and samples of any Canadian graphite that may be on offer.

2602. **Paints and varnishes.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of paint and varnishes.

IRON, STEEL AND METALS SHOULD BE IN DEMAND DURING YEAR 1921

By W. S. LESLIE, of the A. C. Leslie & Co., Montreal

THE past year has been one of great changes in the metal market, some of these having proved disastrous to many manufacturers and dealers.

In iron and steel the scarcity prevailing at the end of last year was continued for the greater part of 1920, this condition being intensified by transportation difficulties, especially by the long drawn out strike of switchmen in the United States and also by the shortage of fuel. This shortage resulted in an abnormal advance in price of coal and coke, which forced makers who did not control their own supply to further advance their prices for iron and steel products, and, while the United States Steel Corporation steadily maintained their prices, they were unable to keep up with their deliveries and even buyers who had contracts running at moderate prices were obliged to go into the market and pay heavy premiums for prompt or fairly prompt delivery. For the past few months, however, transportation conditions have been about normal and the fuel situation having been considerably relieved, makers have greatly improved their deliveries, and on this account the premiums commonly paid have been greatly reduced. In fact, the market is getting down to a point somewhere near the level established by the Steel Corporation.

This downward movement has been quickened and carried farther than would naturally have been the case by extensive cancellations and postponing of deliveries on the part of buyers, chiefly in the automobile and allied industries, and these conditions have naturally made buyers hold back and probably they are carrying this policy to an extreme.

British manufacturers were able during the year to regain some of their lost trade in Canada, being assisted by the scarcity of American material and the low rate of Sterling exchange. Great Britain also, and probably their products, will be more in evidence in the coming year. Already a considerable quantity of galvanized and a smaller quantity of black sheets and tinplates have been imported and prices now being quoted are interesting for delivery at points where freight rate favors British imports.

The high price of fuel, however, in Great Britain and a shortage of pig iron have prevented any reduction in prices of the less manufactured forms of iron and steel that would make shipments to Canada possible.

The course of the non-ferrous metals has been most erratic. For the first five or six months of the year, tin, copper, lead, spelter and other metals were all very strong, though prices of some, more especially copper and spelter, were not abnormal compared with pre-war levels. A very serious slump, however, has since taken place in all these metals and values have apparently been carried lower than cost of production justifies, with the possible exception of lead, the supplies of which are comparatively small. Financial reasons, coupled with the fact that these metals are speculated in very heavily, account largely for the continued slump, and while there should undoubtedly be a good reaction in price of these metals, it is a question how soon this will take place. Certainly there must be more confidence than now exists before the market will be stabilized.

From what I have said the present would appear to be a time for buyers to continue a cautious policy in purchasing without allowing themselves to run out of supplies, but there is no reason why the demand for iron, steel and all other metals should not be good during the coming year, as there is a large amount of buying to be done when buyers have sufficient confidence, and are able to finance their requirements.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal file of January 5, 1901:

"After an interview with the New Brunswick Government, Messrs. Chas. Burrill and B. F. Pearson, directors of The Dominion Iron and Steel Co., are reported to have said that within a year they would be building steel ships at St. John and Halifax."

* * *

"Notice is given in the Official Gazette that application will be made to the Quebec Legislature by Henry Miles, importer; F. W. Evans; Charles Chaput, merchant; J. W. Knox, merchant; G. E. Drummond, manufacturer, all of Montreal, for a bill to incorporate them and others under the name of the "Montreal Business Men's League."

* * *

"The Thos. Davidson Manufacturing Co., Ltd., Montreal, have undoubtedly reached a high standard of excellence in their enamelled and embossing department. Hardware and Metal has just received from them a calendar which has enamelled in six colors a face of an Indian chief in war dress."

* * *

"During the holidays the McClary Mfg. Co. have had a large staff at work making numerous changes to their factory at London. They have also made large additions to warehouse and factory."

* * *

"Replying to a deputation Premier Roblin, of Manitoba, promised to have a railway built from Brandon towards Virden, reaching the boundary of the province, and to have it ready for operation in time to haul out next season's grain."

* * *

"The twenty-eighth annual banquet of The Dominion Commercial Travellers' Association was held in the Place Viger Hotel, Montreal, on Saturday evening. There were about 200 guests present. The new president, T. L. Paton, occupied the chair."

U. S. Independents Drop Nail Prices

INDEPENDENT companies which have been holding nails at $3.75 per base keg are now willing to book at the $3.25 price. The action has been accompanied by an adoption of the old card of extras on wire. Independent makers of hoops and bands have also dropped to the Steel Corporation level, says the Iron Age.

In taking account of conditions as the new year comes in, the iron and steel trade sees no prospect of a buying spurt for some weeks. The flood of shipments from mills of accumulated and current output following the release of cars restricted up to that time to coal carrying has placed in large consumers' yards somewhat more material than they were able to dispose of, especially with the curtailment in general demand.

This condition has encouraged the postponement of buying. Until a belief in the fairness and stability of the present prices is established, no return to activity appears likely. The independent makers consider they have done their part by discounting reduced manufacturing costs when they dropped to the Steel Corporation price levels.

The last week of the year is marked by production at full blast by the Steel Corporation and by total idleness of some independent plants and varying rates for others up to perhaps 55 per cent. or an average of about 25 per cent. for the independents and not much over 54 per cent for all the mills. The first week of 1921 will be better in that accumulated orders will call some mills into operation.

New Alcohol Sales Order

THE Canadian Department of Inland Revenue has issued orders with regard to the sale and designations for denatured alcohol. The new regulations do away with the word alcohol in the designation altogether and define the methods to be used in denaturing and the terms to be used in selling the material. The department, according to the statement which was forwarded to the collectors of the various districts, has decided to authorize the manufacture and sale of a grade of specially denatured alcohol which will be known as "Grade No. 1 Iodine."

The regulations provide that this grade may be sold only to firms or persons holding permits. Special provisions are made to provide that the alcohol shall be absolutely unfitted for use as a beverage, the formula for its manufacture containing directions that each one hundred pounds shall be mixed with two and one-half pounds of resublimated iodine and one and one-half pounds of potassium iodine. These regulations effectually prevent the use of the material for other than manufacturing purposes. They further prevent its being sold under the misnomer alcohol with disastrous effects to anyone attempting to make it potable.

Make Twine From Flax Fibre

INVESTIGATIONS commenced by the Saskatchewan Grain Growers' Association to determine the possibilities of recovering and utilizing straw from flax grown for seed production have been continued by the Federal Department of Agriculture. The objects of this work were to ascertain the value of the conclusions reached in previous investigations, to discover some means of deseeding the Western flax straw without materially injuring the fibre, and to obtain cost figures on the various processes in the utilizing of the fibre into cordage, felt twine and other products. The investigations included a comparison between matured straw and straw frozen before maturity. The conclusions drawn in regard to these qualities were that green straw could not be decorticated, and that fully matured straw was slightly better than almost mature frozen straw for fibre production. The fibre ultimately obtained was chemically treated in specially prepared vats by a fermentative process, which requires only a few hours. After thus being treated, the fibre was shipped to a cordage factory, where it was carded, twisted, scrubbed and baled into binder twine. The twine has not been tested sufficiently under field conditions to justify a pronounced statement. It was 4-ply twine running 650 feet to the pound, and was reported to have a tensile strength of about forty-five pounds. Commercial twine and rope were also made, but definite conclusions regarding their value have not been established. Waste material was found useful for felting purposes, and when mixed with 20 per cent. of cow hair, it could be used for insulating. In these experiments 77 tons of flax straw taken from 173 acres gave 17 1-2 tons of raw fibre, which, when further refined, produced 347 bales of 90 pounds each of treated fibre. From 123 of these bales there was manufactured 5,987 pounds of cordage. With regard to the cost of production, it has been worked out that one ton of straw of seed-producing flax will give 249 pounds of binder twine and 142 pounds of felting material, and that the binder twine was manufactured by the process followed at a cost of 13.54 cents per pound, and commercial twine for 20.54 cents per pound. These figures, it may be stated, do not take into consideration what may be regarded as overhead charges on capital expenditure, nor can they be considered conclusive.

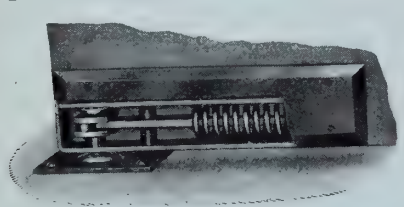
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NO. 800 SURFACE FLOOR HINGE

The new No. 800 surface floor spring hinge introduced by the Lawson Mfg. Co., 228-230 W. Superior Street, Chicago, Ill., is now being offered to the Canadian trade.

This hinge, though lighter than similar hinges of this type, is said to embody



Surface Floor Hinge

scientific principles of design which give it greater strength and longer service.

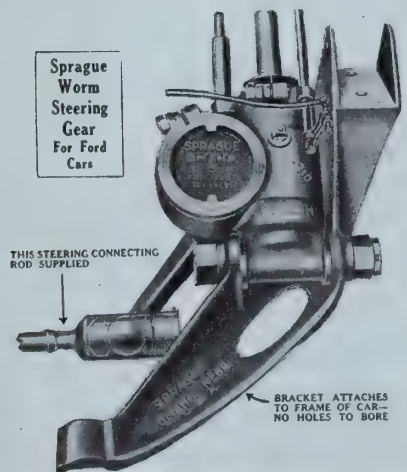
The ball bearing is at the top where it should be to carry the weight, and this arrangement also keeps it up out of the dirt and prevents clogging, and gives a snappy action at all times.

Wear is claimed to be reduced to a minimum by having all the moving parts, rollers, pins, plunger, and center guide roller hardened by a special process. The hinge is quickly and easily applied and is furnished with bevelled edged side plates and in all standard finishes.

The No. 800 hinge is suitable for doors 1⅛ to 1¾ inches thick and of standard size.

SPRAGUE WORM STEERING GEAR FOR FORD CARS

The new model "M" Sprague worm steering gear for Ford cars is about to be placed on the market by the Sprague Tire & Rubber Co., Omaha, Neb.



Sprague Stearing Gear

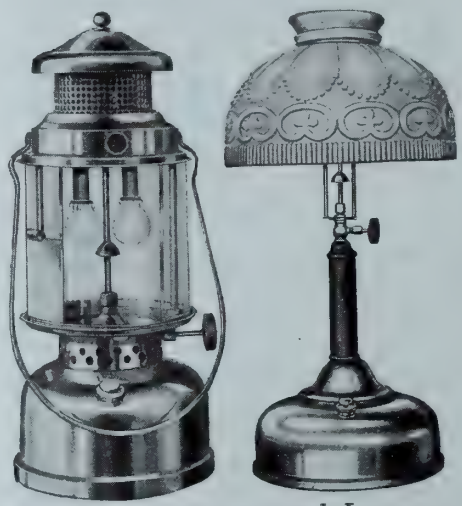
This gear is said to be the only one of its kind manufactured for Fords. With this gear it is claimed that a Ford car can be driven with one hand over rough roads, eliminating strain and vibration and giving driver control of the car at all times. There is said to be no locking over centre, and front wheels respond to movement of steering wheel.

Internal springs at each end of drag link take up shock and vibration and a strong spider gear enables steering wheel and shaft to turn evenly.

The gear can be installed in car in about one hour without drilling holes or cutting connecting or timer rod.

"NULITE" LAMPS AND LANTERNS

The National Stamping & Electric Works, 410-424 S. Clinton St., Chicago,



"Nulite" Lantern and Lamp

Ill., are offering to the Canadian trade the "Nulite" Match-lite Lamp and Lantern.

The "Nulite" lamp is said to give a light that is twenty times as powerful as an ordinary wick coal oil lamp and to give user a lamp without wick, chimney, smoke, smell, dirt or grease.

The operating expense is claimed to be insignificant compared to the convenience, as one filling or three pints of ordinary gasoline will produce a 400-candle power light for 14 hours.

The lamp lights quickly with a match, has an embossed white shade and is moderately priced.

The Match-lite lantern is stated to be unaffected by high wind, rain, snow or sleet and can be carried through the fiercest storm, making it an ideal lantern for the farmer, dairyman, and night watchman. For campers, sportsmen and street lighting it is said to be invaluable, in small towns and summer resorts.

It lights quickly with a match without the need of torch or alcohol, and will give, it is claimed, a 400 c.p. light on one filling for 13 hours at the cost of one quart of motor gasoline.

RIE NIE FAN BELTS

The Durkee-Attwood Co., Minneapolis, Minn., are the makers of the Rie Nie flat and round fan belts.

The vee-round belt is so constructed that in bending over the pulley the belt



Rie Nie Round Belt

widens out and wedges itself into the V, eliminating all slippage, it is stated.

Rie Nie round belts will wear uniformly, it is claimed, as there is nothing to unravel or come apart.

The flat belt has a wrapped edge, which prevents ply separation, and adds to the strength and life of the belt, the makers claim.

Both belts are endless, and it is further claimed that they have enough give to be



Rie Nie Flat Belt

self-adjustable, all permanent stretch having been removed, and a special treatment of the fabric has made them oil, heat and waterproof. These belts are made up in standard sizes.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

SUMMARIZING price tendencies on hardware during the year just closed it is evident that prices have, on the whole, been subject to no drastic reduction. Sixty-six staple lines of hardware show an average increase of 11 per cent. in price during the year. Manufacturers and wholesalers express optimism regarding the trade outlook for 1921. It is the opinion of some authorities that large profits will be a thing of the past and that it will pay merchants in the interests of a bigger volume of trade, to pass along to the customer any special saving that can be effected in buying. Christmas trade was reported by a number of merchants as heavier this year than for some years past, some say it was the largest in their history. This is taken as evidence that public buying power is not greatly lessened and that when normal levels are reached this fact will make itself felt. This week lower prices are quoted on cut and wire nails, drills, carpenters' tools, cotter pins, carpet sweepers, door hangers and track. Bar iron and steel continues easier. Manufacturers and wholesalers are now engaged in taking their annual inventories.

Montreal Markets

MONTREAL, Dec. 30.—The changes this week include lower prices on bar iron and steel, slight reductions in bit stock and straight and taper shank drills. Cut nails show a reduction of about 5 per cent. and wire nails 8 per cent, and cotter pins are 10 per cent. lower. New lists are out on Stanley Rule and Level Co.'s lines, and are understood to be slightly lower in prices, but owing to rates of exchange it is uncertain what the effect will be on Canadian prices at present. Pipe continues scarce and prices are unchanged. Ingot metals are continuing to ease in price but market is dull at present.

Change in Price on Drills Noted

Montreal.

DRILLS.—There has been a price adjustment made this week on drills. The change is slight, but it is to be noted that it is a reduction.

Straight, taper shank, jobbers, wire gauge, Coe and Prentice, 37½ per cent. disc.

Bit stock, and wood boring drills, 42½ per cent. disc.

Ratchet drills, 12½ per cent. adv. on list.

10% *Reduction in Price on Cotter Pins*

Montreal.

COTTER PINS have been reduced in price, and jobbers are now quoting 82½ and 10 per cent. disc.

Nail Prices Have Been Lowered

Montreal.

NAILS.—A reduction of 50 cents per 100 lbs. has been made in wire nails quotations and new base price is $9.50. Cut nails have been reduced 30 cents and the new base price is $6.60. There is little movement at the present time and it would not be surprising if further adjustments were made.

Iron and Steel Prices Are Lower

Montreal.

IRON AND STEEL.—The situation of the iron and steel mills in the U. S. A. is now reflected in the revised prices that are being quoted locally. During the last few years the independent mills were oversold and some buyers paid big premiums to get priority shipments. These mills are now seeking business and are making prices to stimulate business. It is not expected, however, that there will be any big or continued changes in prices downward, though there may be slight concessions later.

IRON AND STEEL

Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

New Prices Announced on Stanley Goods

Montreal.

STANLEY RULE AND LEVEL CO.—It is announced that the Stanley Rule & Level Co. have issued a new price list and that the price changes are downward. Just what effect this will have on the Canadian market cannot be determined at this time, as doubtless the high exchange will be a big factor in determining the selling prices.

No Change in Pipe Situation

Montreal.

PIPE.—There is a continued scarcity in pipe, particularly galvanized. It is very difficult to secure supplies, and there is a fair movement at this season. There is no change in price.

Quotations will be found on current market pages.

Scrap Metal Market Dull at Present.

Montreal.

OLD SCRAP.—There has been further declines in prices on some lines of old scrap, with little business offering at this time. Toronto prices are regarded as too high yet and will decline further. It is expected, however, that there will be a good movement in these lines dur-

ing the first quarter of 1921, and that there may be a firmer tone to prices.

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05¼
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	18 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	24 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00

No Change in Sheets and Plates

Montreal.

SHEETS AND PLATES.—Business continues to be quiet and it is not to be expected at this season that there will be any free movement. Prices remain unchanged as follows:

BLACK SHEETS—	
10 gauge	8 00
12 gauge	8 25
14 gauge	8 50
16 gauge	8 50
18-20 gauge	9 40
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

GALVANIZED SHEETS—

U.S. Standard—		
10¾ gauge	13 00	13 50
22 to 24 gauge	12 40	12 85
26 gauge	12 50	13 00
28 gauge	12 75	13 25
20 gauge	12 25	12 65
18 gauge	12 25	12 65
16 gauge	12 05	12 45
14 gauge	....	11 35
12 gauge	....	11 20
	Queen Head	Fleur-de-Lis
English Standard—		
English Standard—		
28 gauge	13 50	12 50
26 gauge	13 25	12 25
24 gauge	12 65	11 85
22 gauge	12 30	11 40
18 and 20 gauge	11 60	11 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Products Prices Unchanged

Montreal.

LEAD PRODUCTS.—There have been no further changes in the price of lead products. Sales are reported to have increased during this week and that indications are that they will be on the increase from now on.

Lead pipe	0 14½
Lead waste	0 15½
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 29½
Do., strictly, lb.	0 27½
Do., commercial, lb.	0 24½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 30
45-55	0 31¾
50-50	0 33¾
Zinc sheets, casks	0 16½
Do., broken lots	0 17½

Reduced Prices on Carpet Sweepers

Montreal.

CARPET SWEEPERS.—A new price list has been issued on Bissell carpet sweepers and slight reductions have been made on these lines.

The vacuum sweepers show a larger price decline. New prices will be found on current market quotation pages.

Ingot Metals Are Reported Quiet

Montreal.

INGOT METALS.—Prices if anything are rather lower, and as matters are it is impossible to say what levels they are going to. The question of costs does not enter into the matter at all. While they are certainly cheap the fact has no bearing on the situation at present.

TIN.—Owing to the holiday season in London this metal is very quiet, and there is not likely to be any change until after the first of the new year. The price shows a little weakness and is quoted locally at 42c pound.

COPPER has touched a new low level, and it would appear that prices will be still lower. Local prices are "Electro," 19c, and "Casting," 18¾c pound.

LEAD.—There has been no change in the price of lead and it is quoted at 7¼c pound.

SPELTER is easier in price and is being quoted locally at 7¾c pound.

ANTIMONY.—There is nothing new to report on this metal and the price locally is 8¼c, which is unchanged.

ALUMINUM is very quiet and the price remains the same as previously quoted at 35c pound.

Toronto Markets

TORONTO, Dec. 30.—The chief features of the week are the new prices on building papers, roofings and wire nails. New quotations are lower and the reductions made range from 10 to 30 per cent. Reductions have been made also on barn and parlor door hangers and track, and new prices on Stanley Rule & Level Co. lines show some lower quotations. Dart Unions have been revised and are lower, and some lines of Jenkins valves are reduced in price. Many of the wholesalers are taking inventories, and retailers generally are about to do so if they have not already started, and with travellers mostly off the road until the new year business is on the light side. The Christmas trade was reported to be good.

Bar Iron Holds at Recent Change

Toronto.

BAR IRON AND STEEL.—Business is quiet in iron and steel and wholesalers generally are stock-taking. Bar iron mills in the U.S. are reported to have scarcely any orders for the first quarter of the year and further curtailments are probable. Prices are holding at the recent decline and little change is expected at the present. Quotations are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter.	$ 5 50
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter.	5 50
Common bar iron, ¼ in. and heavier	4 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	7 50

Building Papers Reduced; Tarred Felts Lower

Toronto.

BUILDING PAPERS, FELTS AND ROOFINGS.—Reductions have been made on building papers and dry and tarred sheathings are from 10 to 25 per cent. lower in price. Tarred felt has been lowered approximately 12 per cent. and carpet felt is about 25 per cent. less in price. Some lines of ready roofing are also lower. Following are new quotations on some of these lines:

Cyclone Brand, per roll	1 65
Cyclone Brand, Tarred, per roll.	1 70
Joliette Sheathing, per roll	1 10
Do., Tarred, per roll	1 45
Surprise Brand, roll	1 15
Monarch Brand, white, 100 lbs.	8 75
Do., grey, per 100 lbs.	6 75
Spruce Brand, 36" and 72", per 100 lbs.	9 75
Carpet Felt, per 100 lbs.	6 50
Tarred Felt, Black Diamond Brd., per 100 lbs.	5 35
2-ply Ready Roofing, per square	2 18
3-ply, Ready Roofing, per square	2 60

No Change in Gasoline or Coal Oil

Toronto.

GASOLINE AND COAL OIL. — No change has been made this week on coal oil or gasoline and prices are holding steady at 28 and 31 cents for coal oil and 42 cents for motor grade gasoline. The demand is lighter, but it said to be sesonably good.

Soil Pipe and Fittings; Sales Light; Prices Hold

Toronto.

SOIL PIPE AND FITTINGS.—Sales are lighter on these now and little business is expected during the next month or so. No changes are made in prices, and little is anticipated. Quotations are as per market pages.

A Lower Quotation on Welded Boiler

Toronto.

RANGE BOILERS. — A seasonable demand is reported on range boilers, but sales are not large at present. Prices are holding firm with the exception that an easier price is quoted on the 30 gallon standard electric welded boiler which is being quoted at $13.50, or a reduction of $1.50 from previous quotations. Quotations are the following:

Range Boilers—	Standard	Ex.Heavy
30-gallon	$15 00	$18 00
35-gallon	18 00	21 00
40-gallon	20 00	23 00
52-gallon	25 00	29 00
66-gallon	35 00	40 00
82-gallon	42 00	48 00
100-gallon	55 00	65 00
120-gallon	70 00	80 00

Small Demand Now For Eave Trough

Toronto.

CONDUCTOR PIPE AND EAVE-TROUGH.—Not much business is being done at present in conductor pipe or trough. Prices are holding unchanged at 25 per cent. above list. Quotations will be found on current market pages.

Conductor Elbows Are Held Unchanged

Toronto.

CONDUCTOR ELBOWS. — With conductor pipe there is a smaller demand for conductor elbows just now and sales are light. Prices are unchanged and 50 per cent. is quoted above list.

Cotton Waste Prices Are Unchanged

Toronto.

COTTON WASTE.—The raw cotton market continues to fluctuate from day to day, but no further change has been made in waste prices. New lists are probable in the next two or three weeeks and will likely show an easing. Present quotations are as per market pages.

Lower Quotations on Door Hangers

Toronto.

DOOR HANGERS AND TRACK. — Some lower quotations have been made on the door hangers and track made by the Canadian Richards Wilcox Co., and reductions are approximately 10 per cent.

Stanley Lines Revised; Some Reductions

Toronto.

CARPENTER'S TOOLS. — Revised prices have been issued on some lines manufactured by the Stanley Rule and Level Co., and new quotations show some reductions.

Light Sales of Tubes; Prices Unchanged

Toronto.

BOILER TUBES.—No changes have been made in quotations on boiler tubes. Sales are light at the present and stocks are said to be sufficient for all normal demands. Following are quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	.....
2 inch	35 00	30 00
2¼ inch	38 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
4 inch	96 00	63 00

Compression Goods Slow; Some Valves Reduced

Toronto.

COMPRESSION GOODS. — There is no change in bath cocks or stop and waste cocks. Some lines of valves are reduced in price and new quotations are made on Jenkins globe and gate valves. The demand for compression work is lighter at present. Wholesalers' stocks are in fair shape and though prices generally are holding on these lines many look for a gradual lowering on brass goods in the near future. Present quotations are as under:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%

Hardware Prices During the Past Year

Average Increase Over Eleven Per Cent.—Iron and Steel Products and Woodenware Show Fewest Declines

A comparison of 66 staple hardware lines with prices quoted on January 1, 1920, shows an average increase of over 11 per cent. at the present time compared with prices of a year ago.

There is a downward tendency in most lines, but iron and steel manufactured products are among the last to feel it, and some of these goods have shown advances during the past week or so.

In the accompanying table 100 is taken as the index figure, and an advance of 25 per cent. would be shown by the figures 125. Similarly a decrease in price of 20 per cent. is recorded by the figures 80.

The advance on products of iron and steel average 16 per cent., and woodenware shows an increase of 30 per cent. All ingot metals excepting aluminum have declined recently, but except in the case of a few brass lines and some lead products the declines have not yet reached the manufactured articles. The same is true of iron and steel goods, as although pig iron has had a downward trend for some while, the price is still above that prevailing a year ago.

Cotton goods show a decided decline, rope is lower, and turpentine and linseed oil are practically half the price of a year ago. Coal oil and gasoline are about 30 per cent. higher than they were last January, and lubricating oils about 50 per cent.

Roofings and building papers advanced from 25 to 50 per cent. during the year, but have just declined from 15 to 30 per cent., so do not show such a big increase.

Other products, such as black and galvanized sheets and bar iron also show smaller increases now than would have been the case two or three months back.

Axes	114	Poultry Netting	110
Belting, Leather, standard	111	Coal Oil	130
Sheet brass	86	Gasoline	131
Carriage bolts	110	Oakum. Plumbers	94
Wash Board	126	Tar Paper, No. 1	128
Steel Butts	100	Tarred Felt	115
Range Boilers	125	Coal Tar, crude	132
Cement, Portland	109	Clay Picks	110
Churns, Hand	136	Pipe, Galvanized, 1 inch	111
Canada Plate	174	Lead Pipe	107
Chain, Proof Coil	113	Ready Roofing, 2-ply	109
Window Glass	88	Rope, Pure Manila, base	95
Sash Cord, base	80	Cotton Rope, base	70
Crow Bars	112	Wood Screws	120
Files	111	Shovels, 2nd grade	124
Grindstones	143	Sheets, Galvanized	112
Hammers, Sledge	114	Solder, Commercial	72
Hinges, Strap	100	Fence Staples, bright	119
Bar Iron, base	112	Wares, Enamelled, standard	119
Sad Irons	113	Do., Pieced Tin	117
Lawn Hose	120	Do., Galv., Pails	114
Lanterns	120	Stove Pipes	125
Lantern Globes	178	Sash Weights	183
Ingot Metal, Copper	78	Steel Wire, bright, base	107
Do., Tin	67	Screen Wire Cloth	97
Do., Lead	74	Clothes Wringers	122
Do., Spelter	69	Cotton Waste	121
Do., Aluminum	109	White Lead in Oil	105
Washing Machines	131	Linseed Oil	44
Lawn Mowers	138	Turpentine	60
Wire Nails, base	111	Mixed Paints, Colors	100
Do., 1¼ inch	118	Putty	118
Horse Shoe Nails	106	Rosin	78

J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	Net
Radiator valves, standard	25%

Corrugated Sheet Prices Show No Change

Toronto.

CORRUGATED SHEETS.—The demand for corrugated sheets is seasonably quieter now, and little business is expected for the present. Prices are holding unchanged, but an easing of prices may be possible later, it is thought. General quotations are as follows:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	12 00
No. 26 gauge	12 75
No. 24 gauge	18 75
No. 22 gauge	22 25
No. 20 gauge	26 50
No. 18 gauge	32 75

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Wrought Pipe Holds; But Demand Less

Toronto.

WROUGHT PIPE. — The demand for pipe is smaller now, but a fair sorting up is still reported. Stocks have been low and are gradually getting into better shape, but some of the smaller sizes are somewhat scarce. Prices are holding firm without change, and across the line pipe is the one product that a two price standard still prevails on, as the independents' prices are down to the Steel Corporation levels on practically all lines except pipe, although some price cutting has been reported recently there. List No. 46 is still in effect and is as per current market quotation pages.

Fittings Sales Smaller; Dart Unions Lowered

Toronto.

PIPE FITTINGS. — There have been no further changes in the quotations on pipe fittings, except that Dart Unions have been revised in price and are now easier. From 1-4 inch to 2 inch are now 20 per cent. off list and 1-8 inch and 2 1-2 inches to 4 inches are less 8 per cent. Galvanized are 30 per cent. above black prices. Supplies of fittings have improved and there is no talk of shortage now. Present quotations are as follows:

PIPE FITTINGS

	Net
Cast iron fittings	15%
Plugs	17½%
Bushings	30%
Unions ¼" to 2"	25%
Do., ⅛ in., 2½ to 4 in.	20%
Dart Unions, blk., ¼ in. to 2 in.	8%
Do., ⅛ in. 26 to 4 in.	30%
Do., galvd., add to black	50%
Nipples, blk. and galvd., ⅛ to 4 in.	40%
Do., 4½ in. and larger	20%
Do., running thread	20%
Couplings, 4-in. and under	

MALLEABLE FITTINGS

Class A.	0 70	0 80
Class B	0 30	0 40
Class C	0 20	0 30

Rope Sales Light; Prices Are Unchanged

Toronto.

ROPE.—There is little doing in the rope line at present. Travellers are off the road until after the new year, and sales are not likely to be much improved for a week or two. The recent reductions in prices are expected to help business and bookings this next month should show considerable improvement. Quotations are unchanged and are to be found on current market pages.

DROP OF 50 CENTS PER KEG ON NAILS

A drop of fifty cents per keg has been made on nails the latter part of this week, bringing the base price in Toronto to $5.75.

Nail Prices Down; Drop of 50c

Toronto.

NAILS. — A reduction of 50 cents per keg has been made in the price of wire nails and new base price is now $5.75. This is the first change in wire nail prices for several months. The demand is smaller now and stocks are in better conditions, but are not large.

Asbestos Prices Are Holding Firm

Toronto.

ASBESTOS. — Prices are holding firm on all asbestos products and no change is anticipated at the present time. Business is reported as having been good in the various lines, but sales are smaller now. The quotations on asbestos sheathing range from $12.00 to $15.00 per 100 pounds, according to grade.

Brass Curtain Rods Some Reductions

Toronto.

BRASS CURTAIN RODS. — From 5 to 10 per cent. reduction has been made on certain lines of brass curtain rods and fixtures. These changes are due to lower prices on raw materials.

Fencing and Wire Prices Are Firm

Toronto.

FENCING AND WIRE. — Prices on wire and fencing continue to be firm. Quotations are issued for wire fencing and gates for next season, but barbed wire prices are not yet quoted. It is expected that these will be issued within the next few weeks.

Sheets Show Little Change; Sales Are Smaller

Toronto.

SHEETS AND PLATES.—Little that is new is noted this week on sheets or plates. Business is lighter, but is not expected at this period of the year. Inventories are being taken by many at present and stocks are reported to be light. There is a range between high and low quotations, and it is possible to get better figures for quantities. While the sheet mills report a reduction in operations there are some mills that are still at full or nearly full capacity. The tinplate market continues weak with little buying. Present quotations are as follows:

PLATES

10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....

BLACK SHEETS

14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 45
22-24 gauge	8 50	9 50
26 gauge	8 55	9 55
28 gauge	8 65	9 65

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	9 90	11 30	10 00	11 35
U.S. 28	9 50	10 90	9 60	11 05
U.S. 28	9 20	10 60	9 30	10 75
22 and 24	9 05	10 45	9 15	10 60
18 and 20	8 90	10 30	9 00	10 45
16	8 90	10 30	9 00	10 45
12 and 14	8 75	10 15	8 85	10 30

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Lead Products Holding; Seasonable Demand

Toronto.

LEAD PRODUCTS. — Sales of lead products though smaller are reported to be seasonably fair. Prices have been reduced with the declines in primary markets and this may have helped sales. Lead is stated to have been a little more active in outside markets, but is still unsettled. Some look for lower prices yet on lead, but on the other hand the bottom is thought to have been reached by others. A big producer states that if it were not for the fact that most lead ores contain silver the majority of the lead mines would have to close down at present unproductive prices. No further changes are recorded and prices are the following:

Lead pipe, list, per lb.	0 14½
Lead waste pipe, list, per lb.	15½
Do., over 8 in., list, per lb.	16½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 25½
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Small Business in Scrap Metal Market

Toronto.

WASTE MATERIALS.—The scrap metal market continues to be weak and dull. Sales have been fewer and the undertone of the market has been firm at last levels quoted. Quotations are very largely nominal. Wrought iron scrap and stove plate are holding fairly firm, but red and yellow scrap are weaker.

Heavy lead scrap has moved downwards. There is little business reported and quotations are the following:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	24 00	25 00
Yellow brass	7 00	8 00
Red brass	....	12 50
No. 1 machinery cast	34 00	35 00
Heavy melting steel	18 00	19 00
Heavy copper	0 11½	0 12½
Scrap zinc	3 75	4 25
Light brass	0 04½	0 05
R.Rd. wrought iron, No. 1, gr. ton	23 50	24 50
Scrap Pipe	10 75	11 25
Heavy lead pipe	4 00	4 25
Old rubbers, boots and shoes	0 03	0 04
Overseas lumbermen's rubber boots	0 02	0 03
Bicycle tires	0 01	0 01½
Tea lead	2 00	2 25
Automobile tires	0 75	1 25

Bissell Carpet Sweepers Lower in Price

Toronto.

BISSELL CARPET SWEEPERS.—New price lists have been issued on Bissell carpet sweepers and take effect January 1st. The new quotations constitute a reduction of from $2 to $3 on the regular sweepers and from $16 to $20 per dozen on the vacuum sweepers. New prices are as follows:

SWEEPERS, CARPET

	Per doz.
American Queen	$ 60 00
Club, japd.	120 00
Champion, japd.	45 00
Grand, japd.	68 00
Grand Rapids, nick.	55 00
Do., japd.	50 00
Parlor Queen, nick.	62 00
Princess, nick.	57 00
Sandard, japd.	46 00
Universal, nick.	53 00
Do., japd.	48 00

Ingots Still Quiet; Lead and Spelter Down

Toronto.

INGOT METALS.—Markets continue dull in ingot metals and little trading is reported during the past week. Lead and spelter are down to lower levels, and copper shows extreme dullness. Little activity is expected for a while, but at present rate of exchange it is pointed out that quotations are at a low level.

TIN.—Buying in this metal has been negligible lately. The slump continues in outside markets, and London values touched new low levels for the year. Little improvement in consumption is expected before the turn of the year. Quotations are held from 44 to 46 cents.

COPPER.—This metal remains dull and there is a downward trend in outside markets. The production of this metal is expected to exceed that of last year in spite of a drastic curtailment during the past few months. Local quotations remain unchanged and 19 cents is asked for casting copper.

LEAD.—Declines mark this metal in all markets. A little more enquiry is reported, but market is still dull. Quotations here are reduced again and present price is $7.00.

SPELTER.—Lower quotations mark spelter this week, and market is dull and weak. Prices are down 25 cents to $7.75.

ANTIMONY. — Dull without change is the report on antimony and quotations are from 8 to 9 cents.

ALUMINUM.—This metal continues dull here and unchanged, but a little lower price is noted on U.S. markets and prices there are the lowest they have been for five years. Quotations locally are 37 to 39 cents.

London Markets

LONDON, ONT., Dec. 30.—Christmas business continued good here right up to the last, and merchants are well satisfied with the volume of trade. Price changes are few this week as is usual after the holidays. Many wholesale houses as well as retail stores are taking stock and others will be starting the first of the year. Nearly all travellers are in this week and orders are expected to be rather light. Collections are said to be good.

Linseed Oil Sales Light; Price Unchanged

London, Ont.

LINSEED OIL.—The price of linseed oil is remaining firm and there is no change this week. Sales at present are very light and there is little doing.

Prices are the following:

	Raw, Gal.	Boiled, Gal.
1 to 2 bbls.	$1 17	$1 20
3 to 5 bbls.	1 16	1 19
6 to 9 bbls.	1 14	1 17

Less barrels, add 15c per gal.

Small Demand For Turps.; Down Ten Cents

London, Ont.

TURPENTINE.—The demand for turpentine is small just now, and sales are light. The price this week has dropped 10 cents, and new quotations are the following.

	Imp. Gal.
1 barrel lots	1 55
2 to 4 barrel lots	1 54
5 gal. lots	1 70

Wire Nails Reduced; Sales Lighter

London, Ont.

WIRE NAILS.—A new base price has been made of $5.75 per keg on wire nails. This is a reduction of 50 cents per keg. Cut nails are quoted at $7.50.

White Lead in Oil; No Change

London, Ont.

WHITE LEAD IN OIL.—Sales of white lead are quiet now, and prices are holding unchanged.

Quotations are as below:

	Tons	Less tons
Pure, per 100 lbs.	18 20	18 55
Elephant, per 100 lbs.	18 70	19 05

Hockey Sticks in Demand; Stocks Are Light

London, Ont.

HOCKEY STICKS.—There is a good demand for hockey sticks at the present time, but stocks are light, and manufacturers are behind with orders.

Following are the prices on some of these lines:

Youths, $2.90 doz.; Special Seconds, $4.25; Dominion Special, $5.50; Hespeler Special, $7.80; D.W.S., Hand Made, $10.80.

Seasonable Demand For Window Glass

London, Ont.

GLASS.—The sale of window glass is seasonably good here at the present time. No change has taken place in price and quotations are still 30 per cent. off case list for boxes of single or double diamond, and 40 and 10 per cent. off cut light list.

Putty Sales Fair; Price Unchanged

London, Ont.

PUTTY.—A fair sale of putty is noted just now, and prices are holding firm.

Quotations on standard and pure are the following.

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 55
Do., 25-lb. drums	10 80

Sales and Stocks of Skates Improve

London, Ont.

SKATES.— The colder weather has improved the demand for skates, and manufacturers are shipping out supplies in better quantities now.

The Starr make is quoted at 30 per cent. off list.

Skate Straps Selling; Present Quotations

London, Ont.

SKATE STRAPS.— These goods are selling well now, and following are prices quoted for web and leather straps.

Solid Leather, 21 in., $1.60 doz. pr.; 24 in., $1.90; 27 in., $2.20; Canvas or Web, 21 in., $2.10; 24 in., $2.35; 30 in., $2.60.

Reduction Made on Richards Wilcox Hangers

London, Ont.

DOOR HANGERS AND TRACK.—A reduction of about 10 per cent. has been made in the price of Richards Wilcox barn door hangers, parlor door hangers and track.

Auto Accessories Are Held Unchanged

London, Ont.

AUTO ACCESSORIES.—The various

lines of auto accessories made by the Canadian Richards Wilcox Co. are unchanged in price. The price reductions made in lines manufactured by this company do not include the auto accessories.

Sales Good of Snow Shovels

London, Ont.

SNOW SHOVELS.—This week has seen a good run on snow shovels and sales have been brisk. Prices on the following makes are given.

Prince, or No. 20, $11.25 doz.; Queen, or No. 30, $12.50; King, or No. 40, $15; Moose, or No. 50, $18.75; Arctic or Wrico, $4.90.

Polishing Mops Are Moving Well

London, Ont.

POLISHING MOPS.—There has been a good demand for polishing mops and the following prices are quoted:

O Cedar, No. 15, $10 per dozen; Nos. 1, 3, 5, 14, $16
Liquid Veneer, $20.
Above prices include handles.

Lanterns and Globes Meeting Fair Demand

London, Ont.

LANTERNS AND GLOBES.—There is a good sale for these now and quotations on the short or long pattern tin bodied lantern are $15.00 per dozen. Long or short globes sell at $2.00 per dozen, one dozen to case; 3 doz. to case, $1.80 per doz.; and 6 doz. to case at $1.60 per doz.

Washing Machine Business Very Good

London, Ont.

WASHING MACHINES.—The washing machine business has been good. Sales are made at list less 20 per cent. and quotations on electric washers are Seafoam list, $120.00; and New Century, $160.00, list, both less 20 per cent.

Sales on above, and other makes, have been good this fall and winter.

Rope Sales Quiet; Prices Hold

London, Ont.

ROPE.—Sales of rope are light at the present time and prices are holding unchanged.

Quotations are the following.

Pure Manilla, lb., base	0 29½
Beaver Manila, lb., base	0 23
New Zealand Hemp, lb. base	0 23
Sisal, lb. base	0 21
Cotton, lb., base	0 57

New Lower Prices on Building Papers

London, Ont.

BUILDING PAPERS. — A reduction has been made in the price of building papers, tarred, felt and carpet felt. The new prices are considerably lower and are as follows: Building papers, per roll, D1 $1.65, D2 $1.10; tarred fibre, E1 $1.70, E2 $1.45; tarred felt, per 100 lbs., $5.85; carpet felt, $6.50.

Methylated Spirits Selling Well

London, Ont.

METHYLATED SPIRITS.—Sales of this product for anti-freeze mixtures are good just now and price quoted is $1.90 per gallon.

Lower Quotations on Carpet Sweepers

London, Ont.

BISSELL CARPET SWEEPERS.—New prices are announced on carpet sweepers and show variations of from $2 to $3 per dozen on the ordinary sweeper and bigger declines on the vacuum sweeper. New prices are quoted in current market pages.

Winnipeg Markets

WINNIPEG, Dec. 30.—Business is reported fairly good and as travellers are not on the road orders are coming in as good as can be expected. The feature this week was the drop of 10 cents per gallon on linseed oil. Turpentine remains firm. Plate mirrors and plate glass have shown a decline of 10 per cent. and 5 per cent. Ordinary glass remains unchanged. Oil coated burlap dropped 6 cents per square yard and is now quoted in roll lots at 43 cents in less quantities 45. Cotton rope, cotton clothes lines, sash cord and awning cord have been reduced in price again. Curling brooms have also declined and it will be interesting to note that the Luxury Tax has been taken off curling stones, especially just now as the curling season is getting well under way. Prices for the most part are remaining firm and no changes of any consequence are expected before the first of the new year.

Linseed Oil Drops Ten Cents Per Gallon

Winnipeg.

LINSEED OIL.—Linseed oil during the week dropped ten cents per gallon and raw is now quoted at $1.27 and boiled at $1.30. It is stated that this rate is only for immediate shipments.

Turpentine Prices Holding Firm

Winnipeg.

TURPENTINE. — There has been practically no change in the turpentine situation since our last report and turpentine remains very firm at $2.50 per gallon.

Plate Glass Prices Are Lower

Winnipeg.

PLATE GLASS.—There has been a drop of 10 per cent. on plated mirrors and 5 per cent. on plate glass during the week, the discount on same now being from 15 to 20 per cent. Ordinary glass shows no change.

Drop in the Price of Cotton Twine

Winnipeg.

COTTON TWINE.—Another revision in the price of cotton twine has lowered quotations considerably, and the following are the new prices: 3 ply, in balls, 50 cents per pound; 4 ply, in balls, 55 cents per pound; 3 ply, in cones, 48 cents per pound; 4 ply, in cones, 52 cents per pound.

Curling Brooms Decline in Price

Winnipeg.

CURLING BROOMS. — During the week curling brooms have declined $2.00 per dozen. As the curling season is just about starting it is interesting to note that the luxury tax has also been lifted off curling stones.

Oil Coated Burlap Now Lower

Winnipeg.

BURLAP.—There has been a drop of 6 cents per square yard on oil coated burlap and it is now quoted at 43 cents per yard in rolls and 45 cents per yard in less quantities.

Carpet Sweepers Reduced in Price

Winnipeg.

CARPET SWEEPERS. — The various lines of carpet sweepers made by the Bissell Co. have been revised in price and show reductions. Following are the new quotations: Grand Rapids, nickeled, $109 per dozen; Household, japanned, $97; and Superba, nickeled, $123.

Candle Wick Packing Lower in Price

Winnipeg.

CANDLE WICK.—There has been a reduction in the price of candle wick packing and it is now selling at 55 cents per pound.

Sash and Awning Cord Reduced Again

Winnipeg.

SASH CORD AND AWNING CORD. —Quotations have been reduced again on sash and awning cord, and new prices are as follows:

Sash Cord, in hanks.—No. 6, 73½c per lb.; No. 7, 72½c; No. 8, 71½c; No. 9, 71½c. In Coils: No. 8, 71½c; No. 10, 71½c; No. 12, 71½c.

Awning Cord—White: No. 4, $4.28 per doz.; No. 5, $16.20. Drab: No. 4, $4.95 per doz; No. 5, $19.35.

Pittsburgh Markets

PITTSBURGH, Dec. 30.—The market continues dull and the bulk of the independent mills are idle and there seems some doubt whether there will be much resumption at the beginning of the year. On the other hand the Steel Corporation is operating at nearly full capacity. Prices on finished steel are holding better than was expected, but many think that there will be reductions before there is any general buying movement.

Pipe mills have been running fairly well on orders in hand and prices of independents remain at $7 to $10 above Corporation prices.

Pig iron markets show but little quotable price changes. These may come, it is thought, about the first week of the new year, when many coke contracts are renewed.

PITTSBURGH, December 30. — The great majority of the independent steel mills are practically idle this holiday week. Some had previously closed, but the bulk of the closing was done Christmas Eve. At some of the plants there were intimations that there might be resumption Monday, January 3, but it is very doubtful whether there will be much resumption at that time. A mill would not resume unless it had accumulated a fair volume of specifications during the period of idleness, as all the mills that closed had first completed all business on books. Then there is the matter of wages, as most of the independents are disposed to reduce the rate. In the past two weeks, prior to this week, operations by the independents, considering that some were closed entirely, probably averaged between 30 and 35 per cent. This week, with few plants running at all, and then only at low rates, the average of the whole is probably under 10 per cent.

The United States Steel Corporation has closed a plant or department here and there for the holiday week, not on account of lack of orders, but for the purpose of making necessary repairs or to allow one department to catch up with another. The major portions of the Pennsylvania tube works in Pittsburgh and National tube works at McKeesport are down for the week, one to make repairs and the other to allow finishing departments to work up stock, accumulated by the primary operations getting ahead. Apart from temporary closings this week the Steel Corporation is operating at over 90 per cent., or at a better rate than its average during the first ten months of the year.

Wages

It seems to be an established fact that the Steel Corporation will not reduce wages at this time, or until there has been a material change in conditions, particularly the corporation's own position, from that now existing. The independents are strongly disposed to reduce wages, but the Steel Corporation leadership, quite conspicuous in the various wage advances of the past five years, is absent. Furthermore, the independents do not confer together on any subject, either prices or wages, that having been considered undesirable for years on account of the state of public sentiment. Thus there is no opportunity for the rise of a general policy and each independent has to "go it alone." A few of the mills have taken action already. The Midvale Steel & Ordnance Company has made reductions at its Johnstown and Coatesville works, in Pennsylvania, the Wheeling Steel Corporation, operating chiefly in the Wheeling, W. Va., district, and a plant at Buffalo have lately announced reductions, to be effective this week, averaging about 20 per cent., with elimination of overtime payments in addition. Possibly some additional announcements will be made this week. A common guess is that many independents will announce wage reductions before they resume operations, the time of resumption being uncertain. If this proves to be the case it is probable that by about the middle of January the majority of independents will have announced wage reductions.

The problem is a difficult one for the independents. There is the lack of Steel Corporation leadership, already mentioned, on which the independents have so often depended, in various matters, in the past. Then there is the difficulty that while in some respects January 1 seems a good date for a wage reduction, the cost of living has been decreasing more or less steadily and further declines are expected in the future, while furthermore men would be more ready to accept a reduction after they had had a period of idleness. In particular, the cost of living depends largely on retail

(Continued on Page 62)

Building Papers and Felts Reduced

Some Lines of Roofings are Cheaper—Lower Prices on Tools and Door Hinges

ALMOST interesting feature of the market is the reduction made in the price of building papers and felt roofings. The declines range from 15 to 30 per cent. and include dry and tarred sheathings, spruce sheathings, tarred felts and some grades of felt roofings.

These lines have been constantly advancing in price during the past six years, and the increase over pre-war figures has been considerable. On August 1, 1914, No. 2 dry building paper was quoted at 35 cents per roll—the recent price was $1.50, and No. 2 tarred advanced 43 cents to $1.70. In other words, it has been costing $4.28 and $3.95 respectively to purchase what could formerly be obtained for one dollar.

Cheaper Materials An Incentive to Build

Lower costs of building materials are undoubtedly an incentive to build, and in spite of an increase throughout Canada during the present year in building it is certain that building of every description has been held back in the hope of prices coming down, and there is a marked shortage of houses in practically every city and town. There is scarcely any doubt that with cheaper materials the coming year will see a large demand for all classes of building material and hardware, and will give employment to many workers.

Door Hangers and Some Tools Lower

Fewer price changes are noted this week and one of the reasons is probably that this is the time of the year when inventories are usually taken. There are indications, however, that many manufactured hardware lines which have been holding firmly and have shown increases from time to time have reached the peak and from now on seem likely to have a downward tendency. Some lines of door hangers and track have been reduced about 10 per cent. and more significant is the revision in some lines of tools, which are reported lower. As hardware dealers well know, tools have made big increase in price in the past few years. Some lines of valves are lower and it seems probable that brass goods may be revised and lower prices are possible.

1921 Outlook for Paint, Oil and Turpentine

Temporary Falling off in Paint Trade Gives Manufacturers Chance to Improve Plant Efficiency and Equipment — Expect Good Trade in Paint and Varnish—Large Production of Turpentine and Rosin in Last Harvest—Lower Prices Next Season if Production is Large

SPEAKING of conditions in the paint and varnish industry and with regard to the outlook, G. Henderson, president of Brandram-Henderson, Ltd., Montreal, gives the following statement to Hardware and Metal:

"In view of the elimination of conditions existing a year ago with regard to the uncompromising attitude of labor and the difficulties of getting adequate supplies of raw materials promptly, I believe that the present temporary falling off in demand will enable the manufacturer to consider more closely the source of supply and quality of his raw materials, and also to give more care to the perfection of the equipment of his plant. In addition he can devote more attention to the improvement of efficiency in the personnel he employs.

"I anticipate, so far as the white lead, paint and varnish industry is concerned, a wide demand for our products during the coming year. The economic reasons for the judicious application of paints and varnishes to all kinds of buildings, inside and out, are everywhere being realized, due, undoubtedly, to the influence of the 'Save the Surface' campaign, and any falling off in consumption of our products in construction work, which is quiet at the present time, should be entirely offset by the requirements of those who realize the value of protection for buildings and equipment already constructed."

Mistake to Let Paint Stock Run Low

In speaking of the trade outlook as regards paint and varnish, Royal Cluxton, manager of the Canada Paint Company, Montreal, drew the attention of Hardware and Metal to the following statement made by James Simpson, vice-president of Marshall Fields, Chicago: "The greatest mistake a merchant can make at this time is to let his stock run low." He cites the following incident to illustrate the point. "During the panic of 1893 a merchant opened up business in a town where older agents had got cold feet and were not buying. The new but optimistic merchant kept on buying, kept his stock filled in and bright looking; he was the smallest merchant in town then, but to-day he is the largest."

Speaking further of conditions, Mr. Cluxton stated as follows:

"Business this spring is going to be bigger and better than last year, but every merchant to get his share must order now. If buying is put off it will make it impossible for the manufacturer to give service.

"Never in the history of Canada have crops been so large.

"Never in our history has there been so much money in circulation.

"There has been a little let up in buying by the public on account of price adjustments, but that situation is easing off, and Christmas buying is record-breaking and general prosperity will be greater than ever in our history before spring.

"The orders we are receiving now from jobbers and large merchants are larger than last year—they have courage and are preparing to get their share of larger sales and profits by having the stock on hand.

"The merchant with the stock on hand gets the business. The merchant who is always out of stock of shades, of colors and of sizes of cans is driving the buying public over to his competitor's store."

A GOOD TALKING POINT FOR PAINT SELLING

London, Ont.—A talking point of real value in connection with the sale of paint was made by County Engineer Roy Patterson at the closing meeting of the Huron County council. In discussing the tremendous increase in cost for replacing bridges he declared that it is the falsest kind of economy to neglect bridges, either steel or wood.

"It is really surprising," he said, "to note the years of life that are added to a steel bridge by the application regularly of paint. During the summer we painted twenty-three bridges, three of which were long ones. Nothing but the best graphite pint was used and there is no doubt that the results will justify the additional cost."

In connection with wooden bridges he told of the difficulty in securing good wood and good plank. Next summer's prices would be much higher as a result of increased freight rates and he declared it would be poor business on the prt of the municipality to neglect any protection that would tend to shorten the life of any bridge.

There is a big argument here for hardware merchants. What applies to bridges, applies equally to houses, barns, implements, in fact to anything that is exposed to the elements. The use of paint is real economy and more than ever so when present replacement costs are considered.

Turpentine, Resin

Dealing with the situation in turpentine and resin, R. Pinchin, vice-president and manager of Ontario Oil & Turpentine Co., Ltd., Toronto, states as follows:

"The naval stores market as it affects turpentine and resin at the present time is probably more clearly defined by simply saying 'nothing doing.'

"The turpentine and resin harvest for the season of 1920-21 is supposed to close between November 15th and 20th. Owing to the heavy declines of the past two months, it is quite reasonable to suppose that considerable resin and turpentine is still held by the producers or in the hands of private owners and not yet reported on the exchanges either in Savannah, Jacksonville or Pensacola. We do know, however, that the harvest just ended has been a very good one so far as production is concerned—turpentine showing an increase of over 66,000 barrels, or 41%, resin showing an increase of approximately 31%—and this is in the face of a very much decreased demand on the part of the consumers. At the present moment domestic consumption is taking but very limited amounts and the market for several weeks has been posted 'nothing doing.'

"Repeated sales have been made on Jacksonville market as low as 77 cents wine measure, although the nominal quotation ruling since November 20th on the Savannah exchange calls for 92½ cents. Southern interests were relying upon export business to Great Britain, but owing to the decreased value of the British pound in the United States there has not been an export trade from the producing centres to Great Britain that was hoped for.

France's Production

"It might also be noted that France produced this year approximately 155,000 tons or 35,000 tons of turpentine and 120,000 tons of resin, and it is expected overseas accounts will take care of 17,000 tons of turpentine and 80,000 tons of this resin.

"These facts and conditions seem to warrant the statement that the larger users of turpentine in Canada can safely estimate the cost of resin and turpentine as not likely to exceed present market prices for some considerable time to come. In other words, we do not think

(Continued on Page 60)

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Rosin and Turpentine Prices May Stiffen in January

BETWEEN now and the middle of January there is apt to be the same moderate movement of turpentine and rosins into consuming channels, with the same lack of eagerness to buy, even on lowered values, that now characterizes the markets, says the Naval Stores Review, Savannah, Ga. The depression that has ruled for some weeks past is apt to remain the dominant feature until the holidays have become a memory and men's activities have been tuned up for a more confident outlook on another twelve months' efforts. Early January is looked upon by many as apt to see a stiffening of prices, a decided improvement in the market tone, and widespread anticipation of favorable developments in all directions. Even now there are not absent signs that this is to be the course of events and that the unnatural stagnatory deadness that prevails has passed through its major stages and is receding. Between now and the inevitable resumption of more general buying occasional lots of distress stuff may find their ways into consumers' hands at prices highly favorable to them, but such trading will represent a meagre proportion of the real needs that await filling only until the clearing of the business horizon begins to be more noticeable.

200,000 Barrels for Export

In the meantime the preparations for the organization of the Atlantic & Gulf Export Company go steadily on. Approximately 200,000 barrels of rosins are in readiness to be transferred to the new company for export trade purposes, it is understood, the great bulk of which represents direct participation of actual rosin producers.

Apathy as to 1921 Crop

The consuming apathy as to supplies at this time is no more noticeable than the apathy of producers as to the crop for 1921. Not a step is being taken as yet looking to the next crop, and the middle of January will probably have come before anything is done in that direction, perhaps longer. The increase of almost one hundred per cent. in the French and Spanish and Portugese crops, the marketing of whose unexpectedly large surplus, helped to keep the American crop from European consumption, has made its due impression on the American producers, and there is no intention on their part to repeat in 1921 the error of 1920 and make an excess of stuff. A reduction of thirty to forty per cent. in the next crop is regarded as in order unless the signs of general prosperity throughout the world become vastly better in the next ninety days than they now appear. A smaller crop, more cheaply made, is the aim of every producer, not for the purpose of putting prices to an abnormally high basis, but to sustain the industry on a reasonably profitable plane.

President of Sherwin-Williams Co. Weds



W. H. COTTINGHAM

The marriage of Walter H. Cottingham and Mrs. J. D. Miller, of Paris, France, was solemnized in New York. This event is of widespread interest in paint circles, and especially to the Sherwin-Williams organization, of which Mr. Cottingham is president.

The bride formerly lived in London, where Mr. Cottingham met her during one of the prolonged stays which he has made at his country home in England. Mrs. Cottingham has lived in Paris for the past five years.

After the marriage, which was a quiet ceremony, at which only immediate relatives were present, the couple went to Camden, S.C., for a brief stay before sailing for England on December 29. They will remain abroad until spring, when they are expected in Cleveland.

Mr. Cottingham's daughters, Miss Gladys and Mrs. Kenneth Allen and Mr. Allen, and his son, William Cottingham, attended the wedding.

PAINT OIL AND IMPERILINE OUTLOOK

(Continued from Page 58)

turpentine in quantities will be over $1.35 to $1.45 per Imperial gallon, and the best grades of resin will be laid down from $8.00 to $10.00 per barrel, providing the exchange rate against us has reached its peak. Our advice to the larger users of turpentine would be to keep on the short side of the market, buying only for present requirements as the exchange rate may possibly be less unfavorable to us after the middle of January.

"New crop conditions during the last part of February and March will have its effect upon the market. If the South should give evidences of large production next season undoubtedly resins and turpentine will find lower levels, especially if the British pound should not increase in value, and there does not appear at the moment to be any ground for believing that the domestic requirements in either the United States or Canada will very materially relieve a now heavy and listless market.

Why Turpentine Has Not Declined as Much as Linseed Oil

"The statement has been made in some quarters that the turpentine prices have not declined to the same degree as the flax seed market or linseed oil. It should be borne in mind, however, that the negro element used in the turpentine forests will never again work for the same standard of wages as existed in pre-war times, and turpentine producers claim turpentine below the 80 cent mark in the south is no longer profitable. Then again, the turpentine forests are being rapidly depleted and cannot be replaced as quickly as can the production of flax seed upon which the price of oil depends.

"The stocks of turpentine and resin now in the hands of the manufacturing and jobing trade are undoubtedly light and active buying of these commodities the first of the year would no doubt steady the present market, but there is no positive evidence in sight that the increase in busines we hope may take place in the near future will very materially advance the naval stores prices but rather that it would bring out of hiding large quantities of resin and turpentine now held in first hands and not yet reported on the several southern exchanges."

WHITE LEAD PLANTS ACCUSED OF PRICE FIXING

Five manufacturing concerns controlling over 95 per cent. of the United States output of white lead, the principal ingredient of paint, are accused of collusion and price fixing by the New York Commission investigating the alleged "building trust."

The information that the five concerns maintained equal prices and exchanged information regarding quotations and names of customers was given the committee by Charles F. Tuttle, Secretary of the American Institute of Lead Manufacturers.

Profits Before 1917 Not To Be Taxed

Ottawa.—A recent ruling of the Finance Department concerning joint stock companies provides that dividends derived exclusively from profits realized before January 1, 1917, may be distributed on or before December 31, 1920, without being liable to taxation. This ruling is confirmed by R. W. Breadner, Commissioner of Taxation.



The Luxeberry Painter Says:

"Selling varnish is an easy job for the paint store clerk when the label is the only sales argument necessary. I often think of this when I see how little over-the-counter salesmanship is wanted to sell Berry Brothers' Finishes—the same that I have used all my business life and my dad before me."

Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finishes and Wall Finishes, Berrycraft Stain Finish, etc., are among the Berry products that have been staples of the painters' supply trade for more than sixty years.

Partial List of Distributors of Berry Brothers' Products

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Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
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Holders of Varnish Gums Optimistic

Buying Soon Expected on Liberal Scale—Varnish Gum Prices Fallen Not More Than 15 Per Cent. in Six Months

WHILE buying in the varnish gum market has been on a hand-to-mouth basis for some time and pressure from resellers, prompted in many instances through the desire to obtain ready money to tide them over, has forced a lower selling basis on many grades, the large importers do not view the situation as discouraging, says the American Paint Journal. They argue that consumers have been out of the market for several months and have most likely reached the bottom of their supplies and that as soon as the readjustment period is over they will be forced to come into the market at a fairly liberal scale.

It is pointed out that while there have been price declines, they have not been nearly so drastic as those noted in other lines and the market at present is only slightly below that prevailing the first of the year. While the demand is dull, sellers state that they are doing a regular business in small lots and that the consumers have not entirely stopped buying as has been the case in many other products. It is estimated that varnish gum prices have not fallen off more than 15 per cent during the last six months, while the declines in chemicals and oils have averaged much more than that figure.

The excitement attending the decline in prices that has prevailed in many lines of trade has not been in evidence in varnish gums and the liquidation has proceeded in a most orderly manner. Consumers are known to have only small stocks on hand as they have been pursuing a conservative policy. The fact that firms which ordinarily buy 50 to 100 packages at a time are now making purchases of five and ten package lots, would seem to show that the varnish trade is in need of supplies from time to time and cannot be content to sit back and wait for lower prices.

If the importation of gums continues at the present rate until the close of the year, there will have been brought in considerably more than was imported in normal pre-war years. It is not believed, however, that this increase reflects an oversupply of such materials as the consumption of gums has grown enormously during and since the war. Considerably more gum was imported last year than during 1913 or 1914, and yet there was no oversupply on spot and prices of all grades were not affected to any appreciable degree.

Another factor which has not been felt in this market to any extent, although it has affected many other commodities, is the cancellation evil. Naturally there have been a few requests for cancellations of contracts, but generally they have been adjusted in a manner satisfactory to both buyer and seller, and for the most part there has been little request from the varnish trade for such action by the importers.

Advices from abroad indicate that present prices are close to cost of production and there is said to be little chance for anything in the way of concessions being offered.

PITTSBURGH MARKET

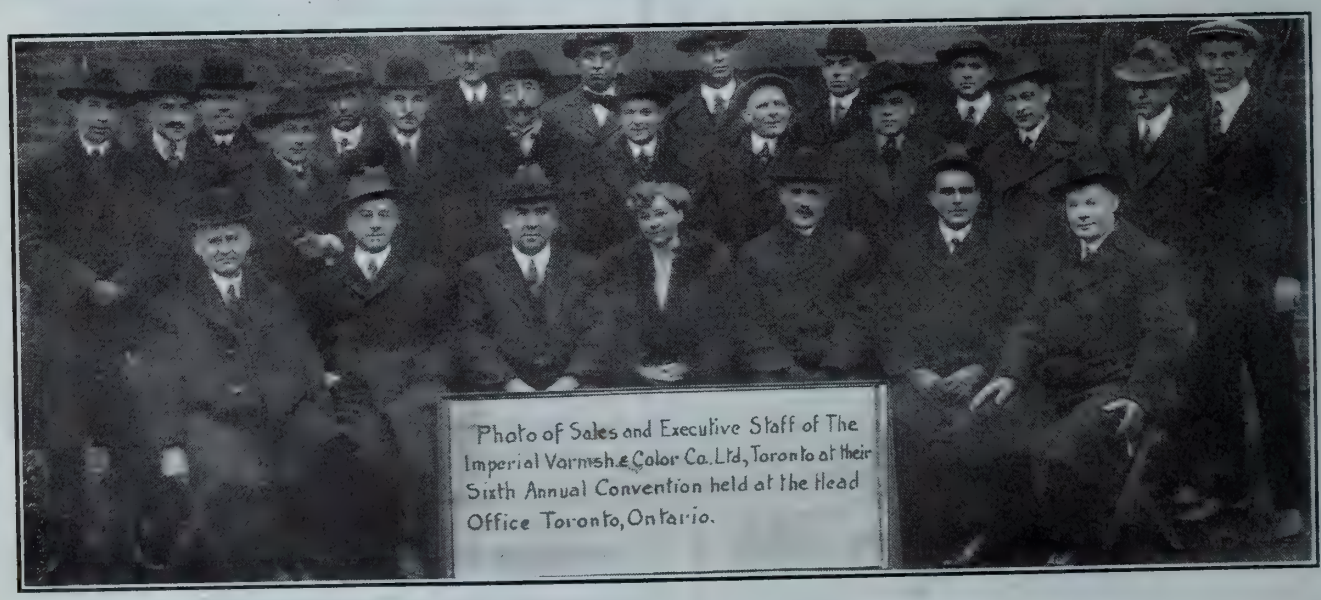
(Continued from Page 57)

store prices and it is the feeling of all steel manufacturers that the retailers have not reduced prices as they should. A wage reduction, particularly in a town where the employees of the plant involved furnish the chief custom for the retail stores, would stimulate the retailers to reduce their prices. Thus, from one viewpoint the employer should wait for the cost of living to come down, while from another viewpoint he should make the reduction at once in order to help the cost of living to decline. One idea has been this, to make a small reduction now and another later, but a difficulty about this, in the minds of some of the steel makers, is that upon the appearance of the second reduction the buyers of steel would probably feel that they were entitled to lower prices. According to what practically all the independent mills say now, the Steel Corporation or Industrial Board prices are going to be maintained indefinitely, and thus anything that would encourage talk of lower steel prices would be very objectionable. There are some observers, however, who insist that no matter how steel producers talk there will eventually be lower prices for steel before there is any general buying movement and before prices firm up and start advancing again. No definite predictions are made as to when such declines will come, whether in two months or many months.

Steel Prices Held

The finished steel market, as far as quoted prices go, is holding better than many people expected. There are some reports of price cutting, but not many, and in general the markets are being held. This may possibly be due to there having been so little enquiry that ade-

(Continued on Page 66)



"THE MILLIONAIRES"

Details of the sixth annual convention of the Imperial Varnish & Color Co., Toronto, were given in last week's issue of Hardware and Metal. Herewith is the sales staff photographed on the occasion. T. Moneypenny is seated in the centre.

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Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 30.—Business has been extremely quiet in paint lines here this week, and prices are holding firm generally.

Turpentine prices show a further reduction, but it is moving very slowly.

Linseed oil remains unchanged and quotations are holding on white lead in oil and on putty.

Paint travellers are not on the road this week, but it is expected that when they start out again there will be an increase in sales.

Turpentine Shows Lower Prices

Montreal.

TURPENTINE.—Business in turpentine is extremely quiet, and prices continue to sag. This week shows a further reduction in prices, and it is expected that prices will be still lower.

Turpentine—	Imp. Gal.	
Single barrels	1 35	1 50
Small lots	1 45	1 60
(Packages extra)		

Linseed Oil Prices Remain Firm

Montreal.

LINSEED OIL.— Business continues quiet and it is not likely that there will be any improvement during the next few weeks, owing to dealers taking stock. It is reported from Argentine that they have a crop now estimated at 55 million bushels of flax, and what effect this will have on the market cannot be determined at this time. It is likely, however, to create easier prices.

Raw—	Imp. Gal.	
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 4 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

White Lead in Oil Price Is Firm

Montreal.

WHITE LEAD IN OIL.—Quotations on white lead in oil are holding firm at prices quoted last, and the indications are that for the next few months at least there will be no change. While the prices on pig lead continue to be uncertain, there is little buying either in pig lead or white lead, and manufacturers who corrode lead have good stocks at present. It takes quite some time in the process of corroding lead and the present stocks will consequently take care of the demand for some time to come.

Putty Sales Are Reported Seasonable

Montreal.

PUTTY.—There has been no further change in the price of putty. The demand is light now owing to the season of the year.

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Toronto

TORONTO, Dec. 30.—A quieter week is reported due to the holidays and the fact that travellers are mostly inside this week.

Little change is recorded in paint trades since the last market report. Linseed oil continues unchanged from last week, and but little trading is being done.

The flax seed market is fluctuating from day to day, but the undertone is reported firmer and a revival of business just now might induce a higher price. In turpentine there is also litttle doing and the price shows no change from last week. White lead in oil holds at previous quotations and the same can be said of putty.

Glass sales are lighter, and the undertone is easier, but retailers are carrying as small stocks as is possible, it is stated.

An optimistic feeling appears to pervade the trade and the new year is being looked forward to with confidence.

Paint and Varnish Prices Hold Unchanged

Toronto.

PAINT AND VARNISH. — No changes have been made in prepared paints or in varnish prices. Business is on the light side just now and travellers are off the road until the new year. The bookings have been fairly good and are expected to show an increase when the new year starts.

White Lead Prices Show No Changes

Toronto.

WHITE LEAD IN OIL.—There is little new to report on white lead in oil. The demand is light at present and prices are held at prices made a month ago. If pig lead prices continue at the present low level it is likely that there may be further reductions in white lead quotations, but it is pointed out that it takes some time for the corroded lead to feel the effect of recessions in primary markets. Present quotations will be found on current market pages.

Putty Sales Smaller; Prices Holding

Toronto.

PUTTY.—The sales of putty have been holding up fairly well, but are now showing a decline in amount. No changes have been made in quotations and none are expected at present. Quotations are as follows:

PUTTY—	Per 100 lbs.	
Standard in 100-lb. drums	....	8 05
Do., 25-lb. irons	....	8 30
Do., bladders in bbls.	....	9 30
Do., less quantities	....	9 55
Pure, in 100-lb. drums	....	10 55
Do., 25-lb. irons	....	10 80
Do., bladders in bbls.	....	11 80

Glass Now Quieter; Discounts Unchanged

Toronto.

WINDOW GLASS.—A quieter tone is evident in the window glass trade, and sales are smaller. Some sorting up is being reported but no large sales are being made. The American market is showing firmness, it is reported, but some wholesalers expect the Belgian window glass to have more influence on the Canadian market during the coming year than it has since the war commenced. Supplies from that source have shown a large increase during the past few months. Quotations remain unchanged at 30 per cent. off list for case lots.

Linseed Oil Prices Show No Change

Toronto.

LINSEED OIL.—There is no change of price to record this week in linseed oil. Sales are small and there is little doing. The seed market is unchanged but shows signs of firmness, and a revival in the demand would likely con-

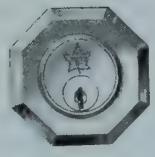
TO-LO-CO

REGISTERED TRADE MARK

Cast Brass or Bronze

No. 7520

Length of handle, over all 9 In.



No. 7920

Length of handle, over all 9¼

No. 7620

Length of handle, over all 9¼

No. 7720

Length of handle, over all 11¼

No. 7420

Length of handle, over all 12¼

No. 7820

Length of handle, over all 14½



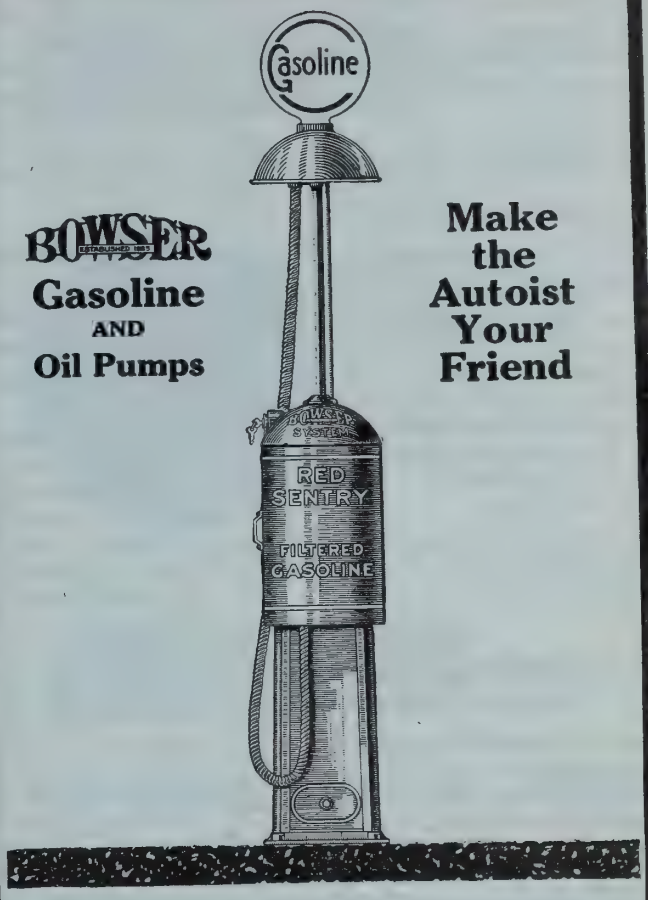
No. 7620

Another To-lo-co offering. These handsome, artistic handles in cast brass or bronze will win your customers' approval on sight.

Toronto Lock Mfg. Company

Patterson Place

Toronto - Canada



BOWSER

Gasoline AND Oil Pumps

Make the Autoist Your Friend

Bowser Pumps will bring the autoists to you for gasoline and lubricating oils.

This gives you your opportunity to supply the autoists' needs for tires, accessories, repairs or storage.



Bowser Business Building Pumps

Our literature tells how others have increased their business and profits by use of Bowser Storage Systems.

ASK US TO SEND IT TO YOU. NO OBLIGATIONS

S. F. Bowser Co. Ltd., Toronto, Canada

Sales Offices In All Centers Representatives Everywhere

duce to a firmer tone. The movement of oil at this time of year is naturally light and little change is expected for the present. Quotations remain as last week and are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Turpentine Held at Last Quotation

Toronto.

TURPENTINE.—Quotations on turpentine show no change this week, and last market reports of $1.55 in one barrel lots still holds. There is very little demand at the present time and wholesalers report a quiet time with consumers taking inventories and showing little inclination to do business. Quotations remain as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 55
2 to 4 barrel lots	1 54
5 gal. lots	1 70

PITTSBURGH MARKET

(Continued from Page 62)

quate temptation to cut prices has been lacking, and if so the turn of the year may see a more open market, for such a period of dullness as has prevailed in the past few weeks cannot be prolonged. There is another point, however. A mill cannot operate economically unless it has a fair tonnage. To cut prices and get a light operation would hardly pay, complete idleness involving less loss. As the steel mills are all in very comfortable position financially they have no incentive to operate except to make real profits.

The independent market on standard steel pipe continues at $7 to $10 above the Steel Corporation or Industrial Board list. There is a rumor that some or all of the independents will issue a new card January 1, conforming to the standard card. While the pipe mills have been running very well on orders they have had some cancellations and postponements and cannot run on orders for more than a very short time longer. However, it is the regular thing for pipe mills to carry stocks and ship from stock rather than current production. Hence the mills may hold their prices and make stock, as they have practically no stocks at present. The old practice may be resorted to of putting out a 30 or 60 days' guarantee, whereby if a new list should be issued, say February 1 or March 1, all shipments to jobbers' stocks for 30 or 60 days previously would receive an adjustment equal to the reduction.

A little foundry iron has changed hands at $35, valley, enough to show that the quotable market has not changed. Bessemer and basic have remained stagnant, with prices nominally unchanged at $35 and $33 respectively, valley. The idea has become prevalent that some of the furnaces will formally announce price reductions January 1 or within a few days afterwards, possibly to about $30 for basic iron. The date has some significance, since several of the furnace interests will then get on to lower priced coke contracts and thus will have lower costs.

Some additional contract furnace coke business for the first half of the new year is reported as closed on the general basis of 5 to 1 against basic pig iron at valley furnaces. On $30 pig iron this would mean $6 for the coke. Altogether about 75,000 tons a month has been put under contract on substantially this basis.

Extraordinary Year in Fibre Industry

Conditions Reverse of Preceding Year—Year Closes With Lowest Quotations in Four to Six Years—Downward Sweep Since Midsummer.

NINETEEN hundred and twenty has proved to be another extraordinary year in the fibre industry. In general, it has been almost the reverse of the year which preceded it, says the Cordage Trade Journal. Members of the trade will recall that 1919 opened with fibre prices lower than at the beginning of 1918, and that there was a feeling that prices would continue to go down; but that the end of the year found values of such fibres as manila, istle, jute and cotton on a higher level than at the beginning of the year. Therefore, 1920 opened with these fibres strong and their strength led to expectations that the year would be a strong one throughout. This belief was fortified by the statistical position of many fibres, for during the greater part of 1920 the actual consumption of such fibres as manila, Mexican sisal, cotton, etc., appeared to be greater than the current production. In the autumn jute appeared to move into a strong statistical position as a result of the poor crop yield. But, beginning last summer, there has been a most astonishing sweep of values downward, until the year is closing with virtually the lowest prices ruling that have obtained for from four to six years, some prices now being back to those that ruled on July 1, 1914, about a month before the great war began.

Movements of Manila Fibre

Manila fibre has had during the year several distinctive movements, fluctuating most naturally in accordance with the law of supply and demand. During the early part of the year, although production was then on a larger scale than in 1919, the demand was so good that prices moved upward, while during the last two or three months, although production has been light, the demand has been so poor that prices have fallen sharply, so that this week's quotations are lower than have ruled since November, 1916.

Mexican sisal has been the mystery fibre of the year. Because of the relatively low price at which it has sold, due to the large stocks controlled by the Comision Reguladora del Mercado de Henequen and its associate, the Eric Corporation, there has been a considerably increased consumption of it in 1920. This has reduced the stocks in the United States and Yucatan, as the current production is nothing like what it was a few years ago and it is considerably below the maximum output that was scored during the palmy days of the Comision Reguladora. During the year many efforts have been made to get all interested to come to some agreement that would practically or actually re-establish a monopoly in Yucatan; but thus far none has succeeded. Last month the Eric Corporation, controlled by bankers in the United States, made a price of 6 cents, Gulf ports, the lowest price that has ruled since 1915. This has brought only moderate business.

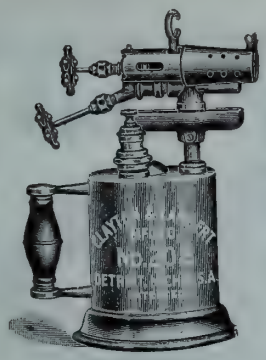
Other sisals than Mexican have been in good demand during most of the year; but the demand here for them has been destroyed, for the time being at least, by the low prices now ruling for Mexican sisal. Java sisal has sold at a premium of between 2½ and 5 cents per pound over Mexican sisal throughout the year.

Unusual Year for Soft Fibres

Soft fibres have had a most unusual year. Italian hemp values have passed through two different phases, one advancing and the other declining. In point of time, these phases occurred virtually in the two halves of the year. During the first two quarters of the year, Italian hemp quotations here showed net gains.

Jute has had a notable year. Opening on a relatively high level, the quotation for first marks being some 3¼ to 3¾ cents higher than Mexican sisal, with which it competes in some branches of the cordage trade, it is closing the year, notwithstanding the Indian Government's forecast of the shortest jute crop in many years, from ⅜ cent to ⅞ cent less than the current New York quotations for Mexican sisal.

Cotton during the year made new high records for this generation on the strength of prospects of a short crop; but, with the cessation of the demand for manufactured goods and unusually favorable weather conditions, which have resulted in a final crop yield considerably greater than was forecast by the Government earlier in the year, prices have melted away like snow in a February thaw.



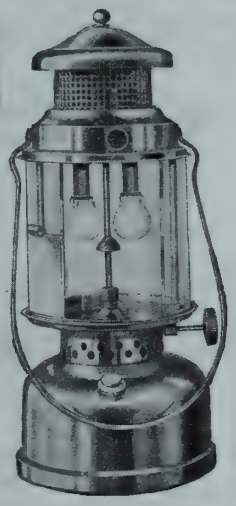
No. 208 TORCH
List Price Each $16.00.
Ask for Discount.

HERE IS A WONDERFUL KEROSENE OR GASOLINE TORCH

In its construction we use all of our latest improvements. This Torch is like a pudding—one must open it to see the many fine things on the inside which go to make for Strength, Durability and Service. See the **Double Needle Burner.** The upper cleans. The lower controls. Neither needle is tapered or sharp pointed and neither can injure the burner. Over sixty per cent. of Torch troubles are caused by sharp pointed needles. These Burners will produce **two to three hundred degrees hotter** fire than other makes. Get our booklet. Jobbers supply at factory price.

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10615 Knodell Ave.
DETROIT, MICH., U.S.A.

A Match — A Scratch and It's Lit!



"Nulite" Lanterns and Lamps sell as quick as they light.

Guaranteed to generate and light with a match. Every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter will be glad to buy one or both. Give light equal to 20 ordinary coal-oil wick lanterns or lamps.

"NULITE" LANTERNS and LAMPS

Bound to be top notch sellers and profit makers for you. Stock both at once. The best-looking, most durable, simplest lanterns and lamps ever introduced. **For prices, write your jobber or us.**

National Stamping and Electric Works
CHICAGO, U.S.A.

BABBITT METALS



Imperial Genuine

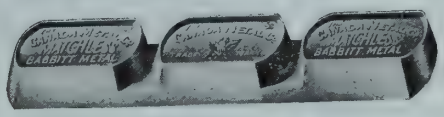
Made for extra heavy duty, such as Main Bearings on Turbine Generators, Calender Rolls in Pulp Mills, is specially adapted for Marine Engines.



HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER



Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application ***Immediate Shipment***

JAMES HUTTON & CO.
706 Shaughnessy Building MONTREAL

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
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WE SHIP PROMPTLY

CHISELS



No. 190



No. 194

We offer you the best there are. As our customer, we assume you have no other standard.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144.50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	5.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs F.o.b. Montreal, Toronto, Hamilton London.

COMBS—CURRY—

	Doz
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

DRILLS

Standard Lists.

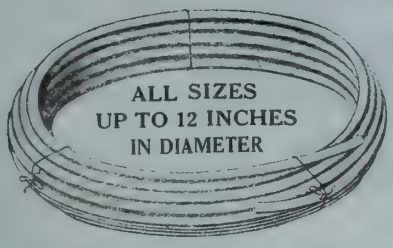
Blacksmiths', ½ in. x 2½ in. shank List each.

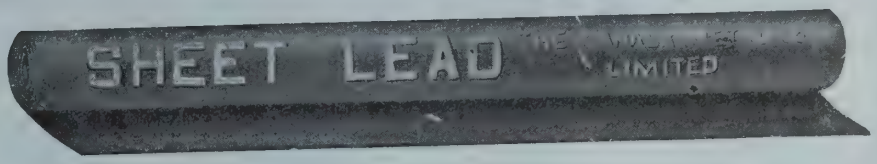
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LEAD PIPE

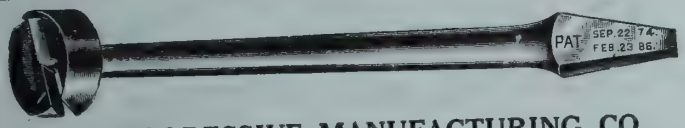
SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.





THE CANADA METAL CO., LIMITED, TORONTO



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day. That's

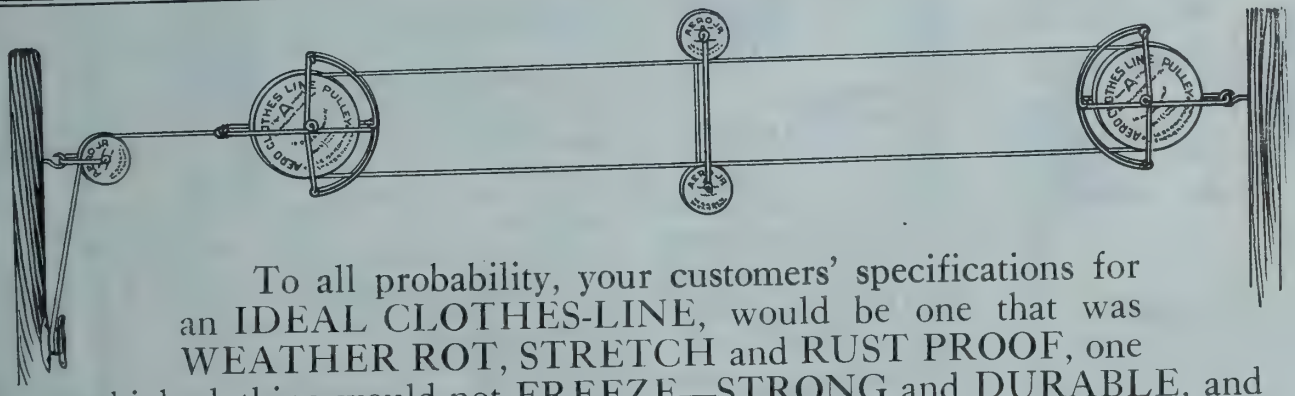
CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



To all probability, your customers' specifications for an IDEAL CLOTHES-LINE, would be one that was WEATHER ROT, STRETCH and RUST PROOF, one to which clothing would not FREEZE—STRONG and DURABLE, and still not EXCESSIVE in PRICE.

AERO CORD

is the ONLY cordage coming within these specifications, and the sale of which will net you a good profit and give your customers ABSOLUTE SATISFACTION.

Manufactured by

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 10%; cast bushings, 17½%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 15% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories. 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List

Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 6%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS English

	Canadian	Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each

Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton, 100 lbs., $12.

Barrett Roofings, Cements Industrial Paints etc.

Prepare for Bigger Business

MORE and better advertising than ever before—
That's the Barrett program for 1921, and it means quicker, easier sales and larger profits for every dealer who handles the famous Barrett Products.

These products, which are listed below, have made good on their own merits. For many years they have been fast sellers in every section of the Dominion. Each of them is unequalled for its particular purpose.



Everlastic "Rubber" Roofing

The most popular roll roofing on the Canadian market.

Liquid Elastigum

Preserves the surface of prepared and "rubber" roofings.



Everlastic Liquid Roofing Cement

Puts a new surface on worn-out prepared and "rubber" roofs.

Everjet Elastic Carbon Paint

A durable, waterproof, acid-proof, protective paint for wood and metal.



Elastigum Plastic Patching Cement

"The waterproof cement of a thousand uses." Repairs roofs, flashings, etc.



Creonoid (Fly Oil) Cow Spray and Lice Destroyer

Just what farmers want. Inexpensive, effective and easy to use.

This year there will be an unprecedented demand for these products. If you do not carry them *all*, you will miss a sure opportunity to increase your profits.

Descriptive booklets regarding any of these products sent free on request. Address nearest office.

WINNIPEG VANCOUVER
ST. JOHN, N.B.

The Barrett Company LIMITED

MONTREAL TORONTO
HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2069	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 98.1
Machine oil, regular grades	0 58.6
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 16
Do., tank cars, net	0 14

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 85
Do., No. 2, Anchor	1 10	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 70	1 95
Do., No. 2, Anchor	1 45	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 15	1 55
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45
	Per 100 lbs.	
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Spruce Sheathing, 36" and 72" wide	9 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 55	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 60	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 80	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ....Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ....Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings...Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Prices nominal, Montreal, Toronto
Do., 60 sheets	13 25 ....
Ordinary, 52 sheets	$13 00 ....

PLATES, COKE, TIN

Prices only nominal

	Tor.	Mont.
	Per box	
IC, 20x28, 112 sheets	....	25 00
IX, 20x28, 112 sheets	....	28 00
IXX, 20x28, 112 sheets	....	31 00
IXXX, 20x28, 56 sheets	....	16 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 10	$2 30
Everlastic, 2 ply	2 50	2 85
Everlastic, 3 ply	2 95	3 35
Panamoid, 1 ply	1 90	2 15
Panamoid, 2 ply	2 30	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c pef lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
718—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

THE CREDIT MAN

of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulation.

MYERS PUMPS

We are manufacturers of a complete line of Pumps for Every Purpose—pumps for operation by hand or windmill—pumps of larger capacity for power operation—pumps in styles and sizes to meet capacity, depth, motive and installation requirements. If interested in Pumps for any service, write us for Catalog.

F. E. MYERS & BROS.
Ashland, Ohio



NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	...	
26 gauge	...	
24 gauge	...	
22 gauge	...	
20 gauge	...	
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 65
Galvd.	7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60% off list.

McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.	60 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O..G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER — per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 50
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	2
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Standard Gate	list plus 5%
Jenkins Globe	net

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	Net list
Regrinding Valves	Plus 7½%
Swing Check Valves	Plus 15%
Compodisk Valves	Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 25%. f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto.

TINKER TOM'S TALKS.

No. 292

Well, Well!

Here we are again with the old salutation that has greeted the dawn of each New Year since measured time began.

For 292 weeks we've said our little piece and gone back to work—enjoying every day of it—through good times and bad—glad to be of service—to have established and operated for mutual benefit a new Canadian industry.

For your kindness—your patience and forbearance—as well as the business which came our way, we thank you. Every last one of us is lined up to give you Premier quality—lowest price and improved service in 1921—We are ready to do our part in making it

A HAPPY AND PROSPEROUS NEW YEAR

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 40

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	..-50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 25%.
Cut size sheet glass, 40/10% off new list: cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W., English	18 00	18 45
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 45
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Gal.
Solignum, Browns	$1 25
Solignum, Greens	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 43
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 ...
Rexspar	5 66
Scar-Not	5 19
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 ...
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white	9 60	
Do., colors	9 60	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Solpar	0 40
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

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Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

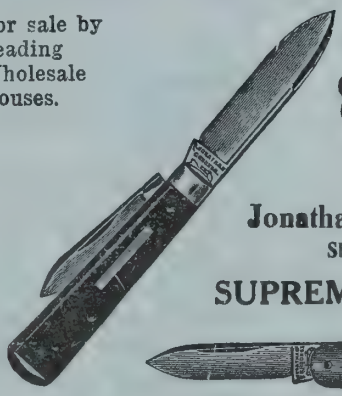


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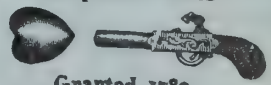
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A weekly message through Hardware and Metal—where the whole hardware trade of Canada seeks its business news—will supply the dealer and his clerks with the selling points of your product, the sales plans you have evolved, and furnish the means and inspiration for increasing consumption of your product to your pleasure and profit

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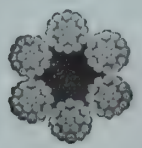
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Sheffield, England

SUPREME CUTLERY



WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 42%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $56 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ..... $10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50

100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank ... 25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.60; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	....
¾ in.	17 50	28 00

FIRE HOSE

	Cotton Rubber Lined	Linen Rubber Lined
2½ in.	$0 75	$0 90
3 in.	1 00	1 20

HOSE COUPLINGS

Standard, 50% off list.

HOSE NOZZLES

Standard, 50% off list.

HOSE REELS

Garden, 50% off list.

HOSE, SUCTION

	Per ft.
2½ in.	$0 75
3 in.	1 00
4 in.	1 40
5 in.	1 80
6 in.	2 25

HOUSE NUMBERS

Per set, 1 to 100, $1.25.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $13.86.

LEAD WASTE, $14.76.

WHITE LEAD

Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 63
30 in.	8 97
36 in.	10 50

"Save the surface and you save all" *Paint & Varnish*

Stephens'

REGISTERED TRADE MARK



Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
M.-S., Floor	4 35
Neutone, White	4 00
Neutone, Colors	3 90
Red Schoolhouse	2 50
Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	20 00	
1-gal.	28 00	

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 28¼c; ⅜ in., 27¾c; 7-16 in., ½ in., 9-16 in., 27½c; ⅝ in., 26¾c; ¾ and larger, 26¼c.
Pure Manila—¼ in., 5-16 in., 35¼c; ⅜ in., 34¾c; 7-16 in., ½ in., 34¼c; ⅝ in., 33¾c; ¾ and larger, 33¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William. Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H.& N. Doz.	Jumo Doz.
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	— Dozen — Black	N. P
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS — MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY, LIMITED

WINNIPEG, MANITOBA



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1 Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.



O-Rib-O

Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

The Advertiser would like to know where you saw his advertisement---tell him.



CURLING STONE Headquarters



Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes.

Calgary
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Winnipeg Paint & Glass Co. Limited
WINNIPEG

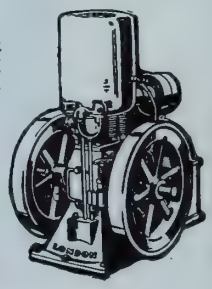
Saskatoon
Swift Current

"Perfect" is a Bold Word

But, nevertheless, we use it in describing the

LONDON ENGINE

Perfect in design, workmanship, material and efficiency—perfect with the same degree of accuracy as the shells turned out by our mechanics, expert mechanics, during the war years.



Reliable Dealers Everywhere!

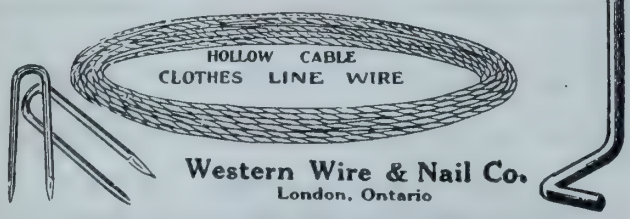
The "London" is a fully guaranteed engine that will bring prestige with its sale.

London Gas Power Co., Ltd.
29 York St. London, Canada.



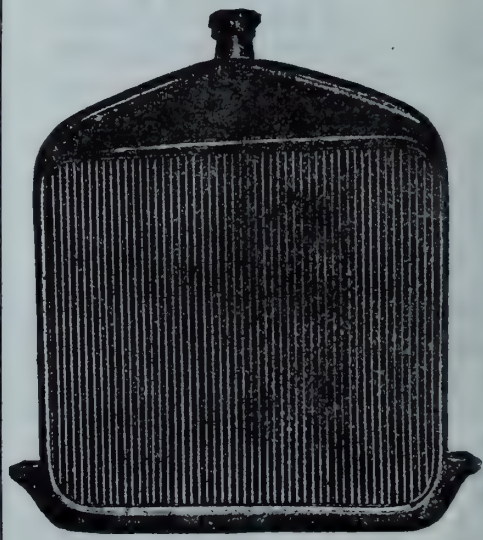
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We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

"PERFECTO"



Will not burst when frozen.

Guaranteed against frost and all defects.

We have the most up-to-date repair shop in Western Canada. Estimates given on other makes of autos and tractors.

If jobber cannot supply you, write to us direct.

ORDER FROM YOUR JOBBER

Freezing Is Harmless, Overheating Is Impossible
with a
"PERFECTO"

Latest Models $45.00 Old Models $48.00

Liberal Discounts to Dealers Write for Information

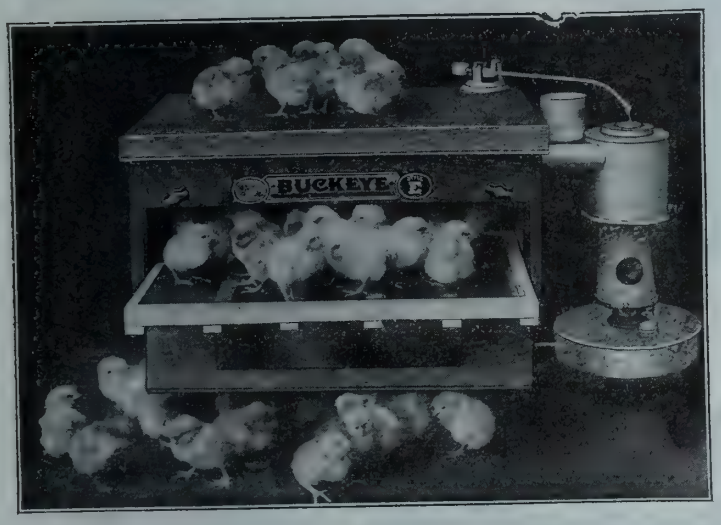
Guarantee Sheet Metal & Roofing Company
478 Portage Avenue, Winnipeg

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Buckeye Incubator and Fittings



Good Displays Mean Easy Sales

The hardware dealer in rural districts will find much scope for many new sales by looking up farmers, poultry farmers, etc., and supplying them with new machines or fittings.

Display Buckeye incubators and fittings in your window and where your customers will see them.

The superior merits of these machines will be instantly recognized and sales easily closed.

Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

Confidence

Like all the lines handled by Ashdown's, they're good sellers. For fifty-one years Ashdown's has had the confidence of manufacturers of the best lines.

Let us put a Buckeye in your store to demonstrate and boost your trade.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
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Thos. Davidson Mfg. Co., Ltd., Montreal
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Anchor Bolts
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Anvils
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The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Franco-British Supply Co., Winnipeg, Man.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

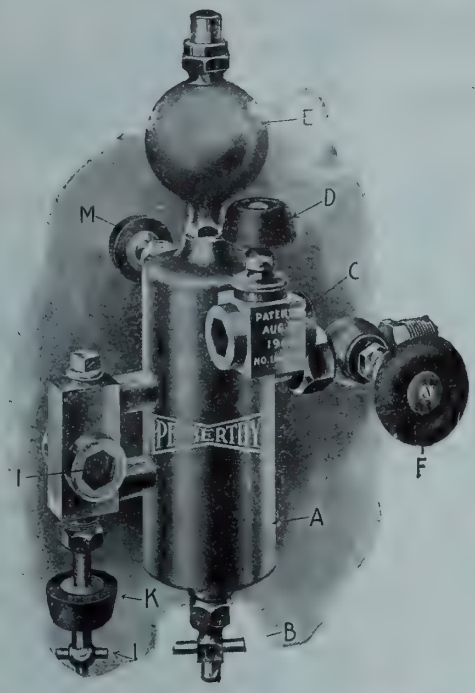
Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

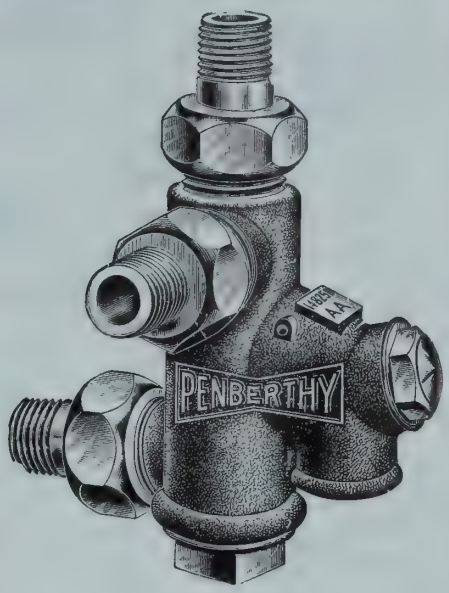
Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.
The Toronto Lock Mfg. Co., Toronto.

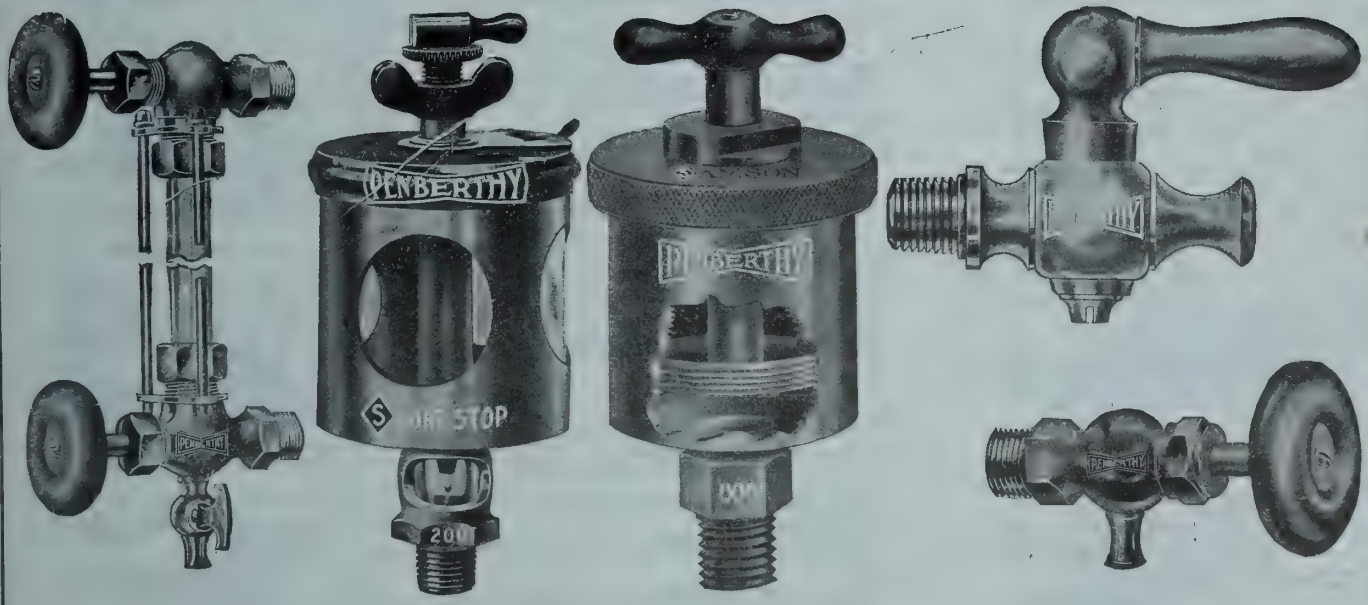
Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

STEAM SUPPLIES









Pipe and Fittings

CAVERHILL, LEARMONT & CO.

MONTREAL

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Pemberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd. The Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

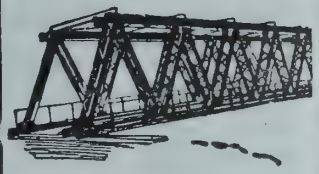
Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

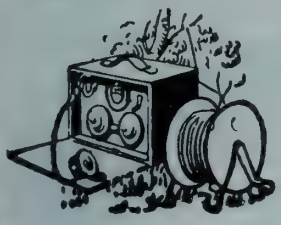
AVAILABLE FOR EXPORT

of

ENGINEERING STORES











Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Agricultural Machinery

Aircraft

Furniture

Textiles and Clothing

Boots and Leather Equipment

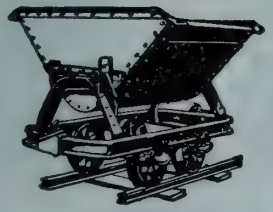
Motor Boats, etc., etc.

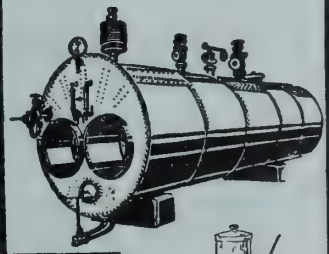








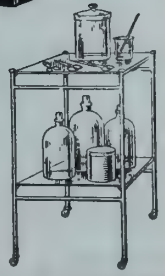






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Snielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Snielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd. Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd. Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Canadian Westinghouse Co., Ltd., Hamilton, Ont
Harvey Hubbell Co. of Canada, Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co. Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont
The Barton-Netting Co., Ltd., Windsor, Ont
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto
Canadian Westinghouse Co., Ltd., Hamilton, Ont
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont
Great West Electric Co., Ltd., Winnipeg, Man
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Snielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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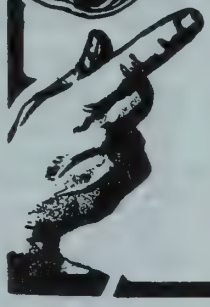
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Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas, Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co of Canada Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd. Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilcke-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Snielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Snielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S Simms & Co., Ltd., Fairville, St. John. N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd. Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

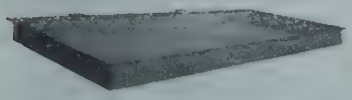
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Here's a Money Maker!
MAPLE EVAPORATOR
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WELDED STEEL SAP PAN

This evaporator fills the popular demand for a handy, efficient, up-to-the-minute machine at a reasonable price.

It is specially made to meet the requirements of the small farmer who wishes to get all the money profits out of his maple bush without too heavy an outlay for apparatus.



Welded Sap Pan no solder about it to melt or leak—a pair of handles on each side and heavy angle steel around top.

Standard sizes: 6″ x 24″ x 5′; 6″ x 30″ x 7′; 6″ x 24″ x 7′; any size to order.



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The Steel Trough and Machine Co., Ltd.
Tweed, Ontario, Canada

NAILS
WIRE
BALE TIES

STRAIGHTENED RODS

COPPERED
AND
TINNED WIRE

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

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Staple Patterns

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STEPLADDER STOOLS
Every Housewife a Prospect--Serviceable and Salable



This stool is made from hardwood, is 25 inches high when opened, with an 11-inch top. It is light and opens automatically. Impossible for the stool to collapse while in use, and nothing to lock or unlock when opening or closing. Takes little room, as cut shows.

The wide top makes the stool seat, which enables the housewife to sit down while working at a kitchen cabinet or table, or at any other kitchen work, and also provides a broad, secure footing when used as a stepladder.

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Channell Chemical Co., Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
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Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

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Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

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The Toronto Lock Mfg. Co., Toronto.

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The Katie Foundry Co., Galt, Ont.

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The Westco Pumps Ltd., Toronto.

Pumps
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Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

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S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
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Canada Wire and Iron Goods Co., Hamilton, Ont

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Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

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Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
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L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
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Sash Weights
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The Crescent Co., Meriden, Conn.
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Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Limited, Toronto.
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Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

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Marples & Co., Sheffield, England.

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Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sifters, Ash
The Burrowes Mfg. Co., Toronto, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldersil
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited. Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

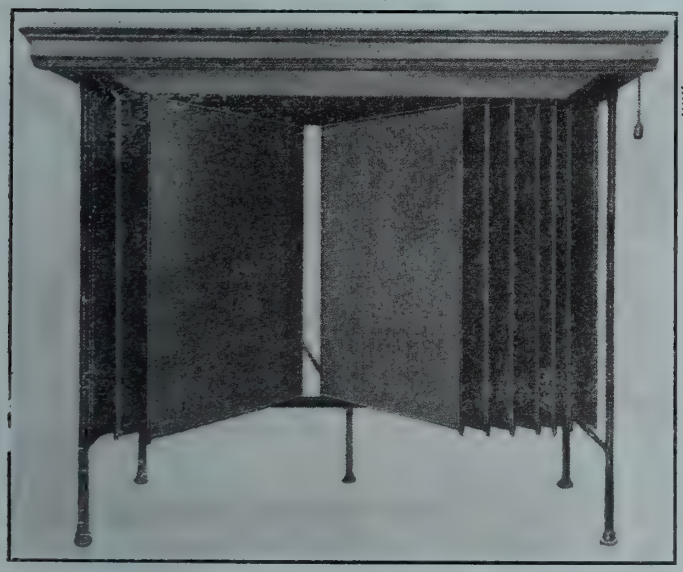
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The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



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Some months ago we bought a new Universal Display Fixture. Owing to limited space, however, we will now dispose of this stand.

Here is an Opportunity For Every Storekeeper

We want to get this Displayer off our hands immediately.

It is the latest type—about 10 feet long, 6 feet high and 3 feet deep. Has 10 double-sided swinging panels of solid construction and green baize facing. Oak and metal frame. Electric canopy lighting. Especially suitable for displaying cards, pictures, albums, small accessories in hardware store, wall papers, electrical fixtures, office supplies, jewellery, etc., in fact for any business requiring efficient display.

This high quality Displayer cost nearly $400.00. Its condition now is as good as the day we bought it new.

No reasonable offer, if submitted at once, will be refused, If further particulars are desired write us at once. Hyslop Brothers, Limited, Shuter and Victoria Sts. Toronto.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

ONLY $400—ONE NINE AND A HALF FOOT wall case, one four-foot and one four and half-foot silent salesman, all mission oak. Will crate to ship out of town. Apply 546 Yonge Street, Toronto. North 6305, evenings North 6583.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

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50 Boxes	107 lbs.	—20 x 28
116 Boxes	100 lbs.	—20 x 28
4 Boxes	100 lbs.	—22 x 27
55 Boxes	55 lbs.	—20 x 28

This tin plate is Prime Cokes at Toronto warehouse. Box 28, Hardware and Metal, Toronto.

260 ROLLS FIRST-CLASS ROOFING FOR sale cheap. Must have room. Wheeler & Bain, 170 King St. E. Main 784.

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WANTED—TINSMITHING BUSINESS IN GOOD town, connected with hardware store. Apply A. C. Waters, 16 Callendar St., Toronto.

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WANTED — POSITION AS FOREMAN ON sheet metal work, accustomed to cornices, skylights and general sheet metal work. Apply Box 44, Hardware and Metal.

EIGHTEEN YEARS' HARDWARE EXPERIence, retail, wholesale and builders' hardware. 34. Married. Would like to represent manufacturer builders' hardware lines in Eastern or Western Canadian territory. Will be in Toronto last week in December. Address Box 38, Hardware and Metal.

HARDWARE SALESMAN—THIRTEEN YEARS' experience, can take charge of store, open for position first of year. Would prefer Saskatchewan, Alberta or British Columbia. Best of references. Box 81, Hardware and Metal.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

"Monarch" & "Safe Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
123 WILLIAM ST. NEW YORK

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

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GUELPH, ONTARIO

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RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.
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Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
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Manufactured by
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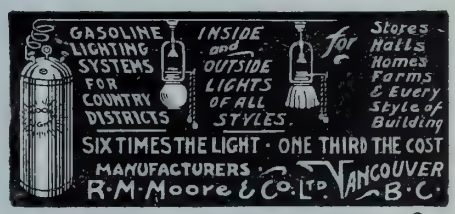
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Our Specialty
Cameron & Company
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Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

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Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.



Northern Electric
Tape Splice
insist on these Brands
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VICTOR NOR-EL-CO
Northern Electric Company
LIMITED

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

INDEX TO ADVERTISERS

A

Aero Mfg. Co. 69
Acme Waste Mfg. Co., Ltd..... 93
Arnett, Thos. Lewis 82
Ashdown Hardware Co., J. H. . 83
American Pad & Textile Co... 9
Atkins & Co., E. C. 19
Anthony Bros., Ltd. 21

B

Barrett Co., Ltd. 71
Barnett Co., G. & H. 77
Brett Co., The 81
Bowser Co., Ltd., S. F. 65
Brown-Boggs Co., Ltd..... 27
Brown, Wm. J. 93
Berry Bros. 61
British Smelting & Refining Co. 25
Brainerd Mfg. Co. 51
Browne & Sharpe, Ltd. .....
Inside back cover

C

Cameron & Co. 99
Canada Decalcomania Co., Ltd. 99
Canada Metal Co. 67, 69, 89
Canada Steel Goods Co., The.. 3
Canada Wire & Iron Goods Co. 77
Canada Die Casting Co. 99
Can. Foundries & Forg. Co., Ltd. 34
Canadian Tube & Iron Co..... 30
Canadian Veneering Co..... 93
Can. Westinghouse Co., Ltd... 11
Channell Chemical Co. .....
Inside front cover
Caverhill, Learmont & Co..... 85
Chicago Spring Butt Co. 29
Clayton & Lambert Mfg. Co. .. 67
Clemson Bros., Inc. 16, 17
Coghlin Co., Ltd., B. J. 69
Collette Mfg. Co. 24
Crookes & Son, Jon. 77

D

Davidson Mfg. Co., Ltd., The.. 19
Diamond Saw & Stamping Wks. 99
Disston & Sons Ltd., Henry.... 4
Dominion Metal Co. 99
Dominion Sheet Metal Corp... 75
Dominion Oilcloth Co. 23
Doon Twines, Ltd. 99
Duluth Show Case Co., Ltd... 99

E

Eddy Co., E. B. 15
Ellis & Sons, Fred 111

F

Flint Varnish Co. 91

G

Giles & Sons, Frederick 119
Gillette Safety Razor Co. 52
Gendron Mfg. Co. 24
Glidden Co., The 59
Graham Nail Works 93
Guarantee Sheet Metal & Roofing Co. 38
Goodell-Pratt Co., Ltd. 15
Guelph Spring & Axle Co..... 99
Gutta Percha & Rubber Co. ... 12
Gurney Foundry Co., Ltd..... 17
Greenfield Tap & Die Corp. ... 100

H

Hamilton Gas ....
Hamilton Stamp & Stencil Works, Ltd. 99
Hamilton Stove & Heater Co. . 6
Howland, Sons & Co., H. S. ... 1
Hutton & Co., James 67
Hobbs Mfg. Co. 35
Hyslop Bros., Ltd. 97

I

Imperial Varnish & Color Co., Ltd. 63
Imperial Bit & Snap Co. 67
Ingersoll File Co. 8
International Varnish & Color Co. 47
Iver Johnson Arms & Cycle Works 83

J

Jardine & Co., A. R. 22
Jennings Mfg. Co., Russell 99

K

K-T Foundry 89
Kasement Skreen Dore Co. 99
Kinzinger, Bruce & Co., Ltd... 99

L

Laidlaw Bale & Tie Co. 22
Lamplough & Co., F. W. 28
Lane Unique Tool Co., Wm. B. 32
Landers, Frary & Clark 2
London Gas Power Co. 82
London Bolt & Hinge Co. 89
London Rolling Mill Co. 73
Lufkin Rule Co. of Can., Ltd... 100

M

Macfarlane & Co., A. 13
McArthur & Co., Alex. 61
McDougall Co., R. 24
Manning, Hinton & Brissenden. 99
Manitoba Steel & Iron Co..... 81
Martin Co., The L. 89
Mica Co. of Canada, Ltd. 99
Ministry of Munitions 87
Moore & Co., R. M. 99
Morrison Brass Co., James 21
Myers & Bro., F. E. 73

N

National Stamping & Electric Works 67
National Electric Heating Co.. 69
National Cash Register Co., Ltd 4
Nagle & Co., H. 31
Nicholson File Co. 25
North Bros. Mfg. Co. 20
Niagara Falls Metal Stamping Co. 22
Northern Bolt, Screw & Wire Co., Ltd. 22
Northern Electric Co., Ltd..... 99
Nova Scotia Steel & Coal Co... 73

O

Oakey & Sons, John 81
O-Rib-O Mfg. Co..... 81
Owen Sound Wire Fence 99

P

Parmenter, Bulloch & Co. ... 30
Pink Co., Thos. 28
Plymouth Cordage Co. 8
Progressive Mfg. Co. 89

R

Ramsay & Son, A.....Front cover
Reed & Co., Geo. W. 89
Russell Jennings Mfg. Co..... 99

S

Sanderson-Harold Co., Ltd. 81
Savage Arms Corp.....Back cover
Shurly Co., T. F. 29
Slater & Barnard Ltd. 5
Smith & Hemenway Co., Inc.... 30
Spramotor Co. 24
Stratford Mfg. Co., Ltd. 93
Starrett Co., L. S. 14
Stanley Works, The 10
Star Specialty Mfg. Co. 28
Steel Co. of Canada, Ltd. 18
Stephens & Co., G. F. 79
Steel Trough & Machine Co. ... 93
Still Mfg. Co., J. H. 28

T

Taylor-Forbes Co., Ltd. 32
Toronto Lock & Mfg. Co. 65
Toronto Plate Glass Import. Co. 77
Trees & Co., Samuel 20
Trimont Mfg. Co. 27
Turner & Sons, Ltd., J. J..... 30

U

Union Transit Co. 61
Union Iron & Metal Co. 26
United States Sand Paper Co... 26

V

Vol-Peek Mfg. Co. 31

W

Want Ad. Page 98
Warren Tool & Forge Co. 67
Western Clock Co., Ltd. 10
Western Wire & Nail Co. 82
Walton, Carlson Co. 27
Wausan Abrasive Co., Ltd..... 31
Woods & Co., Walter 26
Wrought Washer Mfg. Co. 26
Wilckes-Martin-Wilckes Co. ... 99
Winnipeg Paint & Glass Co. ... 82
Wilkinson & Kompass 67
Wilt Twist Drill Co. of Can, Ltd. 7
Wright & Co., E. T. 31

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA LTD.
WINDSOR, ONT.

TAPES *and* RULES



Reputation

The old machinist's
word is
followed and respected.
Invariably
he recommends the
dealer who carries

Brown & Sharpe
Machinists'
Tools

Brown & Sharpe Mfg. Co.
Providence R.I.U.S.A.

SAVAGE

NOW SECURE YOUR STOCK!

For years you've stocked the Savage Automatic, the Pistol that "aims as easy as pointing your finger." You know it—have handled it—have sold it to your customers as the Champion Pocket Gun—the home protector.

What about you? Have you a Savage located conveniently in your store, so that you can get at it, and utilize these 10 quick shots to guard your stock against the sneak thief or the bolder, more daring hold-up man?

Big banks recognize this peril, and are training their Tellers to shoot straight and shoot quick.

And you've put Savage protection in countless homes.

You've stocked this security for years—NOW SECURE YOUR STOCK.

Caliber .32 . . . . . 11 Shots
Caliber .380 . . . . . 10 Shots

We'll supply descriptive booklets on the new Savage Automatic, with the grip that fits the hand. They will help you sell yourself.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK
Owners and Operators of J. Stevens Arms Company, Chicopee Falls, Mass.



SPECIFICATIONS

Caliber, .32, Rimless, Smokeless; 3¾ - inch barrel, total length 6½ inches, weight 19 ounces. Magazine holds 10 cartridges. Caliber .380, Rimless, Smokeless: 4¼ - inch barrel, total length 7 inches, weight about 22 ounces. Magazine holds 9 cartridges.



Reg. U.S. Pat. Off.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 2 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | JANUARY 8, 1921

REMINGTON UMC



Make 1921 Your Biggest Year

Mr. Dealer:

There's more interest being shown in shooting than there has been for years. The Shooting Clubs that were neglected during the War have been reorganized and hundreds of the boys are taking up this manly sport.

Shooting will be more popular than ever.

Be prepared to supply the renewed demand for the best and most modern shooting equipment. Sell Remington UMC's—Rifles, Shotguns, Cartridges, and the new .380, eight shot, automatic pistol. Remington goods mean satisfaction to your customers, and quick, sure profits to you.

Stocks at all Jobbers.

Remington UMC of Canada, Limited
Windsor, Ontario

SPORTSMEN'S HEADQUARTERS

REMINGTON UMC

FIREARMS & AMMUNITION

WHAT WE EXPECT OF 1921

We face the New Year with a smile—and with much determination.

We urge you to do the same.

1921 will be what we business men of Canada make it.

A calm survey of the situation will convince any thinking man that Canada is on the eve of a wonderful development.

To prove our confidence in the immediate future, we have just placed contracts for the largest and most spectacular advertising campaign in the history of our business.

O-Cedar sales are going to be the biggest ever—our aggressive selling and advertising will make things hum in 1921.

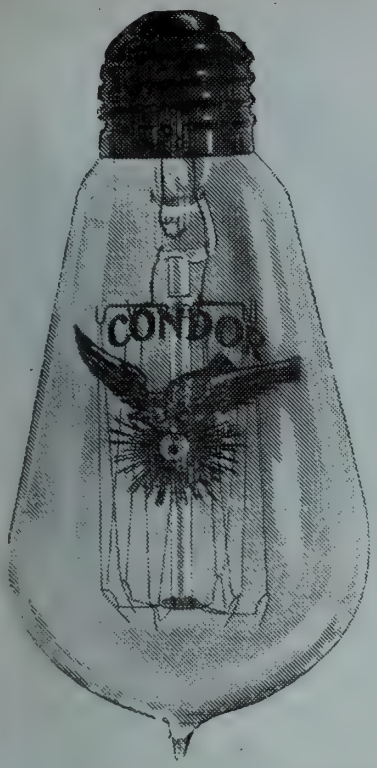
O-Cedar will help to make things hum around your store. It is one of the biggest trade-pullers that you stock.

Give it a chance—by placing it in your windows and in a prominent place in your store.

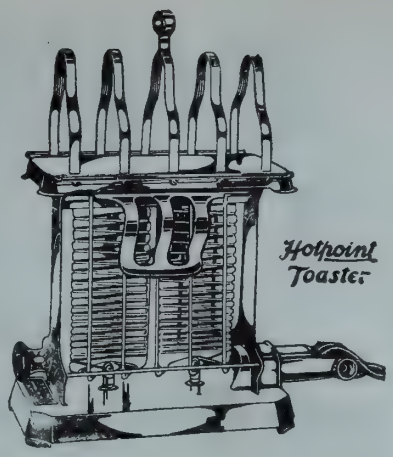
Channell Chemical Co., Limited, Toronto



HARDWARE AND METAL, January 8, 1921. Volume XXXIII., No. 2. Published every Saturday at Toronto. Yearly subscription price, $4. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.









Things Electrical

There is a growing tendency for hardware dealers to go into the electrical appliance business more extensively than ever. It's an all-year-round business, clean-cut, no style changes, always good. Here are some of the lines we can supply you with:

Condor and **Ajax Tungsten** and **Nitrogen Lamps.**

A full line of **Hotpoint** Electrical Appliances, **National** Electric Irons, Upright and Flat Toasters and Heaters, **De Luxe** Electric Irons and Toasters.

A full line of **Canadian Beauty** Appliances. **Ohio and Cadillac** Vacuum Cleaners. **Columbia** Hot Shot Batteries. **Eveready Daylos** and Flashlight Batteries, Lamps, etc.

Ask the "Rice Lewis" man.

Rice Lewis & Son

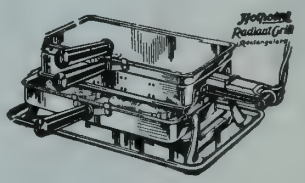
Limited

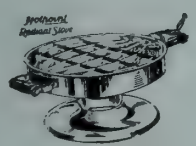
Victoria St. - Toronto





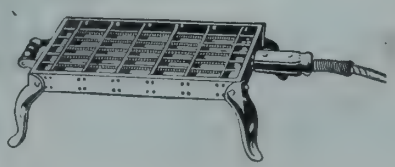














If interested tear out this page and place with letters to be answered.



If the Dealer did the Ironing!



IF the dealer could do a little sample ironing in the store, it would be easy to convince any woman of the quick-heating, smooth-working qualities of the Universal Iron.

In the store, the Universal is but well designed, well finished metal—cold, inanimate, unresponsive. But in the home, on the ironing board, it quickens into life—a life of service.

After all, the Universal isn't metal; it isn't theory; it isn't what ingenuity designs and skill executes. The Universal Iron is Service itself—hot, dependable, continuous Service throughout years of ironing days.

The Universal is the result of slighting nothing, taking nothing for granted, proving everything. Non-stopping satisfaction goes with every sale and a liberal profit to the dealer.

Canadian Representatives:

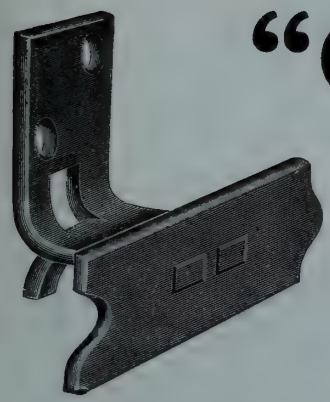
A. MACFARLANE & CO., LTD.
Montreal - *Quebec*

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL
ELECTRIC
IRON

If interested tear out this page and place with letters to be answered.

An Old, Reliable Salesmaker



"Canada"

Flexible Steel Door Hanger



Cannot Jump the Track

The "Canada" runs smoothly and easily on anti-friction, steel roller bearings, using the same track as our famous "National" Hanger.

Commercial conditions invite liberal stocking of Builders' Hardware for a record-breaking building season—Canada is short more than 40,000 homes. She has more autos than any other country excepting one. Autos in Canada continue to increase in number. Between the increasing number of cars and their necessary housing and the inevitable building activity to restore the balance of supply and demand in buildings, the Canadian merchant can profit by "preparedness" on builders' and garage hardware. Order now.

The Braced Rail, shown above at the left, is 1¼ x 3/16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

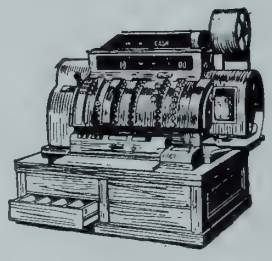
Hamilton :: :: Canada

If interested tear out this page and place with letters to be answered.



Let him help you

There is a better way to keep the store records you need



In your province there are representatives of The National Cash Register Company of Canada, Limited. They are students of business systems. They have been trained to be of service to merchants—to help merchants solve their problems.

Let one of our representatives show you how you can get the store records you need without working overtime on day books, pass books, ledgers, and memorandums.

He will show you the easiest way to get the records you need every day to control your business.

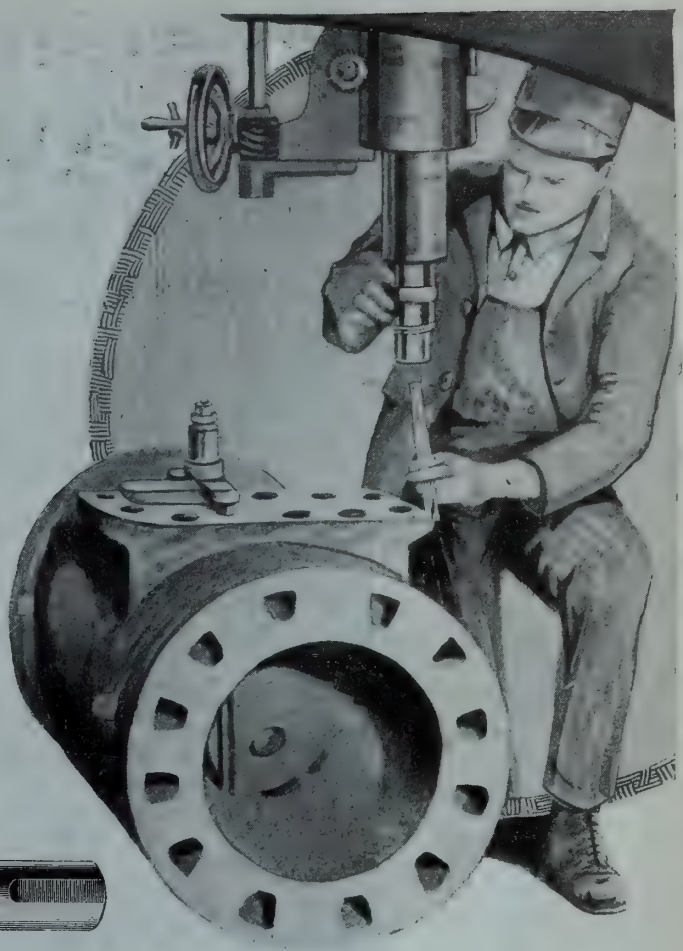
We make cash registers for every line of business

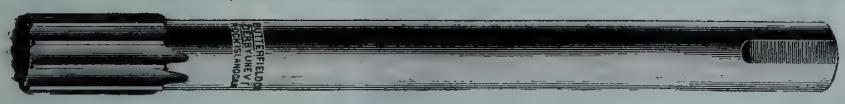
NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

If interested tear out this page and place with letters to be answered.







Keeping Butterfield Tools Displayed Brings Sales

A display of Butterfield Tools attracts the attention of machinists and mechanical men. It advertises your store and impresses it in the minds of tool users and buyers. The sight of a certain tool often brings to memory a forgotten need for it.

Frequent displays of Butterfield Tools mark your store as the place to buy tools. The tools you sell to-day may have caught a prospect's eye in a display last month or a year ago. A display of Butterfield Tools informs every possible buyer who sees it that year store handles these desirable tools.

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Racroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

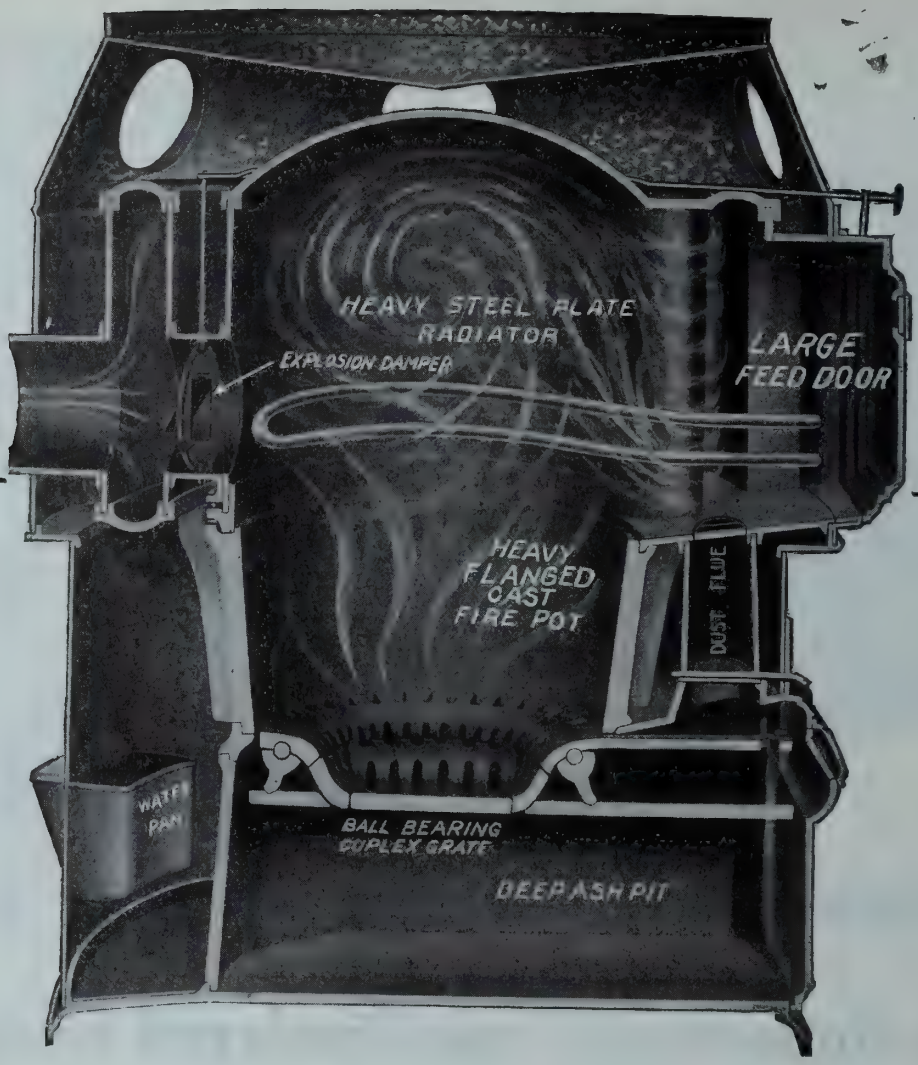
Butterfield & Co., Division

Union Twist Drill Company

Rock Island, Quebec

BUTTERFIELD

If interested tear out this page and place with letters to be answered.



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

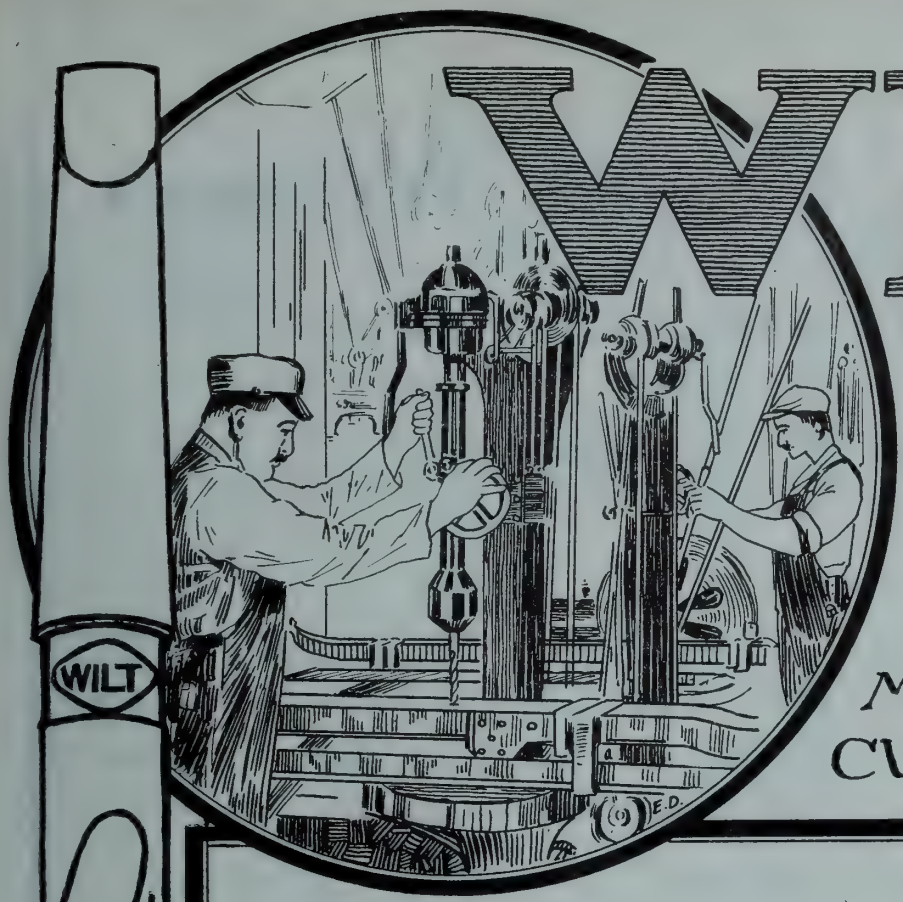
If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Agents for Builders' Hardware
HARRY C. MOULDEN & SON, Confederation Life Bldg., Winnipeg
Stove & Furnace Branch, F. C. MOORE, 134½ Higgins Ave., Winnipeg
Mr. W. G. CHESTER, Hamilton St., Vancouver

If interested tear out this page and place with letters to be answered.



WILT

HIGH SPEED AND CARBON TWIST DRILLS,

REAMERS, AND MILLING CUTTERS.





Wilt Tools Make Good

The name Wilt on High Speed and Carbon Twist Drills, Reamers and Milling Cutters is a sure sign of quality, and dealers know it, just as they know that experienced mechanics and manufacturers use and specify Wilt tools wherever fast and accurate production is necessary. Wilt Tools make good both in consumer satisfaction and profitable, business-building sales for the hardwareman. Let Wilt quality open the door of prosperity for you.

"Where there's a WILT there's the Way" *trade* WILT *mark*

Wilt Twist Drill Company

of Canada, Limited

Walkerville - Ontario

If interested tear out this page and place with letters to be answered.



ARROW BRAND WRINGERS

Clothes Wringers

are a staple line with the hardware dealer and he should keep them prominently displayed to enjoy a full share of this profitable business.

Clothes Wringers bearing the name **DOWSWELL** have had an established reputation for 35 years, because they are **GOOD** wringers.

Good wringers must have good rolls. In our complete rubber plant-mixing mills, calenders, vacuum dryer, etc., we make the stock right from the crude gum and daily tests prove that our rolls will give service much longer than the period covered by our warranty.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and Machine Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



Keeps Dust Down--

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Dirt is bound to accumulate in busy stores. But it can be kept from settling on your stock and shelves in the form of dust if you use Imperial Floor Dressing.

Customers will be attracted by the absence of dust in your store, by the neat appearance of your merchandise, by your "spick and span" displays and bright show cases.

One application of Imperial Floor Dressing cleans and preserves floors and prevents dust from rising. One gallon will treat upwards of 700 square feet and does not need renewing for weeks.

Imperial Floor Dressing is non-evaporating and non-gumming. It catches and holds the dust on the floor where it can easily be swept up and disposed of. It is the most sanitary and satisfactory dressing you can buy—or sell—for floors, linoleum or oil cloth.

Its effective use in your own place of business creates a big market for floor dressing among your customers. Talk to the Imperial Oil salesman about it.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

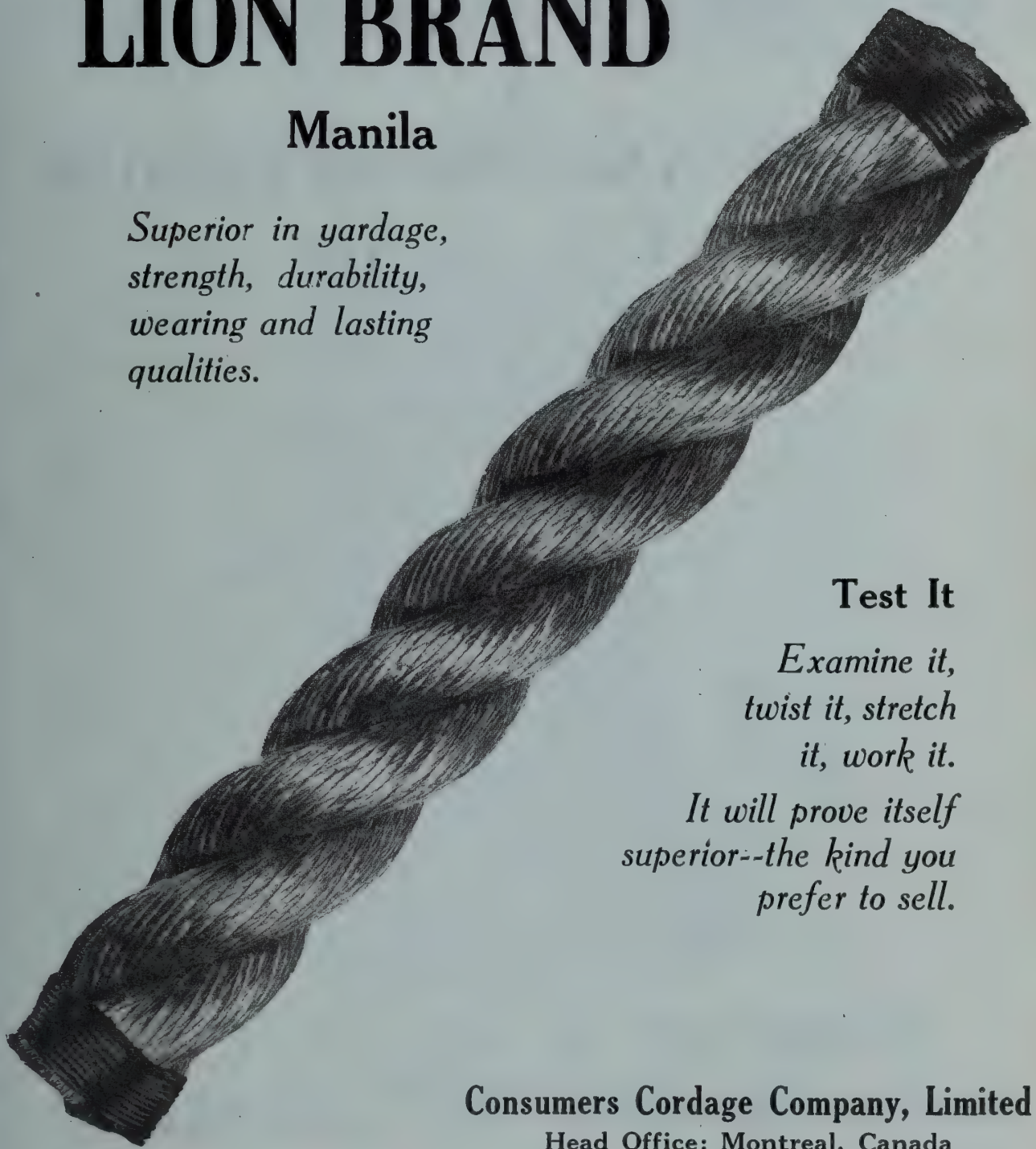
BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

LION BRAND

Manila

Superior in yardage, strength, durability, wearing and lasting qualities.



Test It

Examine it, twist it, stretch it, work it.

It will prove itself superior--the kind you prefer to sell.

Consumers Cordage Company, Limited

Head Office: Montreal, Canada

Agents and Stocks:

Tees & Persse Limited--Winnipeg, Regina Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bisset & Co., Quebec

Macgowan & Co., Vancouver.

If interested tear out this page and place with letters to be answered.

GREETING

TO OUR MANY FRIENDS, WE TAKE OCCASION TO EXTEND

A HAPPY AND PROSPEROUS NEW YEAR

CHALLENGE CUTLERY CORPORATION.
HENRY T. SEYMOUR SHEAR CO.
LAFAYETTE SHEAR CO.
WESTERN SHEAR CO.
AMERICAN SHEARER MFG. CO.
BROWN & SHARPE MFG. CO. (HAIR CLIPPERS).
DUNN EDGE TOOL CO.
ALLEN WRENCH & TOOL CO.
HARROLD TOOL & FORGE CO.
J. T. HENRY MFG. CO.
HIGGANUM HARDWARE CO.
LAKESIDE FORGE CO.
NEW YORK STENCIL WORKS.
WM. ROSE & BROS.
T. J. POPE, EST.
C. & A. HOFFMAN, INC.

WIEBUSCH & HILGER, LTD.

SALE REPRESENTATIVES:

106-110 LAFAYETTE ST. NEW YORK, N.Y.

CANADIAN SELLING AGENT:

JAS. GERARD KERR 411 ST. NICHOLAS BLDG., MONTREAL

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

IT'S A BEAR IN THE WOODS



JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Mr. Punch
The Hole Maker

Automatic Drill
No. 185

THE nationally advertised, nationally known tool of real merit, that holds its popularity on account of its ability to do one thing exceptionally well—Bore Holes.

This tool is reasonably priced, and practically sells itself.



There are over 2,000 sizes and kinds of Goodell-Pratt Tools

Mr. Punch will be given another boost in the leading national publications this month. Is your stock up to normal?

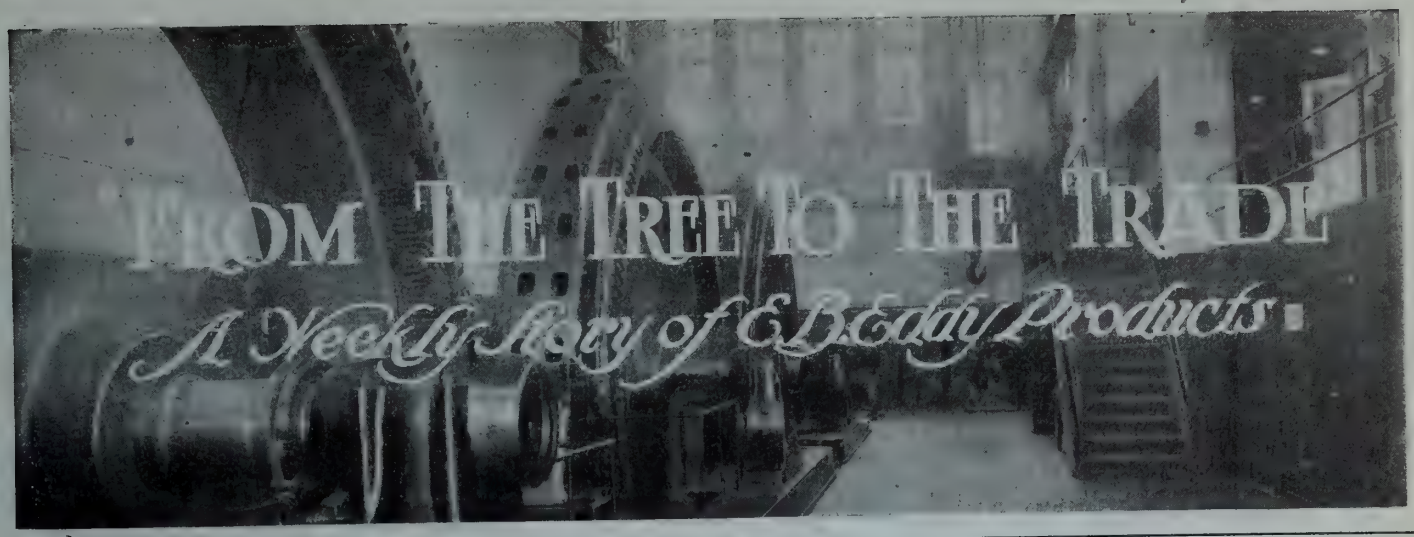
Automatic Screw Driver
No. 111.

For rapidly driving or drawing screws. A companion tool to Mr. Punch.

An excellent follow-up sales proposition with an Automatic Drill.

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.

If interested tear out this page and place with letters to be answered.



Story for Week Dated January 8th, 1921 Being No. 39 in the Series

Busy Scenes in the Eddy Company Paper Bag Factory

ALTHOUGH not by any means the largest of the factories at the E. B. Eddy plant, the Paper-Bag Factory is certainly one of the busiest. The work of paper-bag making is carried on by quick-fingered girls who take care of the most ingenious machines. The speed of these machines is exceedingly rapid. They have to be fast to maintain an output of a million bags per day.

Every particle of paper used in Eddy Company paper bags is manufactured at the Eddy plant out of wood pulp by the clean, careful processes of which you have read. The factory in which the bags are made is airy, and brightly lit by many windows. The girls who watch the machines are a merry, healthy bevy, as nimble at their work as the girls of the match factory, and as happy in the doing of it.

Special rolls of paper of various necessary sizes are used for the manufacture of Eddy Company paper bags. These are delivered as required to the bag factory, and feed the eager machines in almost ceaseless succession. Paper bags to hold from a few ounces to a great many pounds are all manufactured at various rates of speed.

The little quarter pound bags come tripping out of the machines at the breathless pace of 225 per minute. It takes a bright, alert girl to see that they arrive in perfect order and all efficient for service. Sixteen pound bags proceed more slowly—at about a hundred per minute—and girls who are new to the business begin with the making of the bigger bags.

The same sort of machinery makes both big bags and small, so that a girl who has learned to manage a 16-lb. bag machine can go on to a faster running machine, making smaller bags as she grows expert. How the machines work will be told here next week.





If interested tear out this page and place with letters to be answered.

How Many Kinds of Hack Saws Do You Sell?

We had an interesting talk with a big hardware dealer the other day.

He made some wise remarks about selling that are worth a good deal to other hardware merchants who will follow them. So we pass them along for your consideration. He said:

"This is an age of specialization; and we specialize in leaders, because we turn our money over faster that way.

A few years back we had $12,000 tied up in 9 different makes of hack saw blades. Our sales in this item totalled about $25,000 a year, so we were turning over our stock only about twice a year.

We decided to cut our line to just one leader; now we turn over our stock much faster—I should say four or five times a year.

We picked the one that most people knew and liked, and cut out all the rest. Our purchasing agent, a close Scotchman, found out that Star prices and discounts were as good as any other, so from that day to this we have sold no blade but the Star."

There is a lesson here for any wide-awake hardware man. You know the value of fewer lines and quicker turnover. Have you applied it to your stock of hack saw blades?

Geo. N. Clemson *President.*

CLEMSON BROS. INC.



There are few hardware dealers today who do not recognize the value of handling nationally advertised goods. For a number of years Star Hack Saws have been steadily and strongly advertised in a way that commands the attention of any user of hand or power blades.

The above reproduction shows the latest double page advertisement in the Saturday Evening Post.

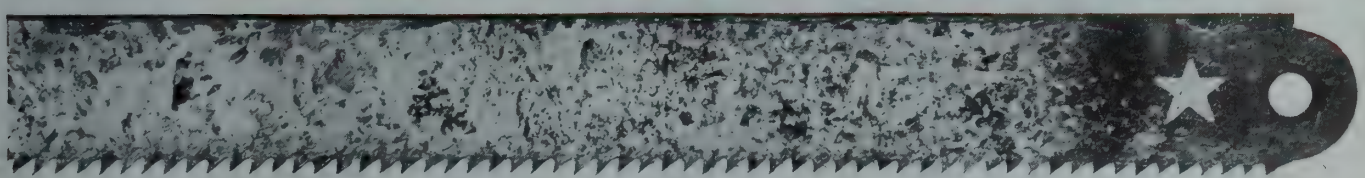
It is advertising like this that has made Star leadership in the hack saw field more conspicuous than ever. When you carry Star you can satisfy every hack saw demand. Hack saw users everywhere understand that there is no such thing as "just as good as Star." And dealers realize that standardizing on Star means a smaller investment, a greater turnover and a greater profit.

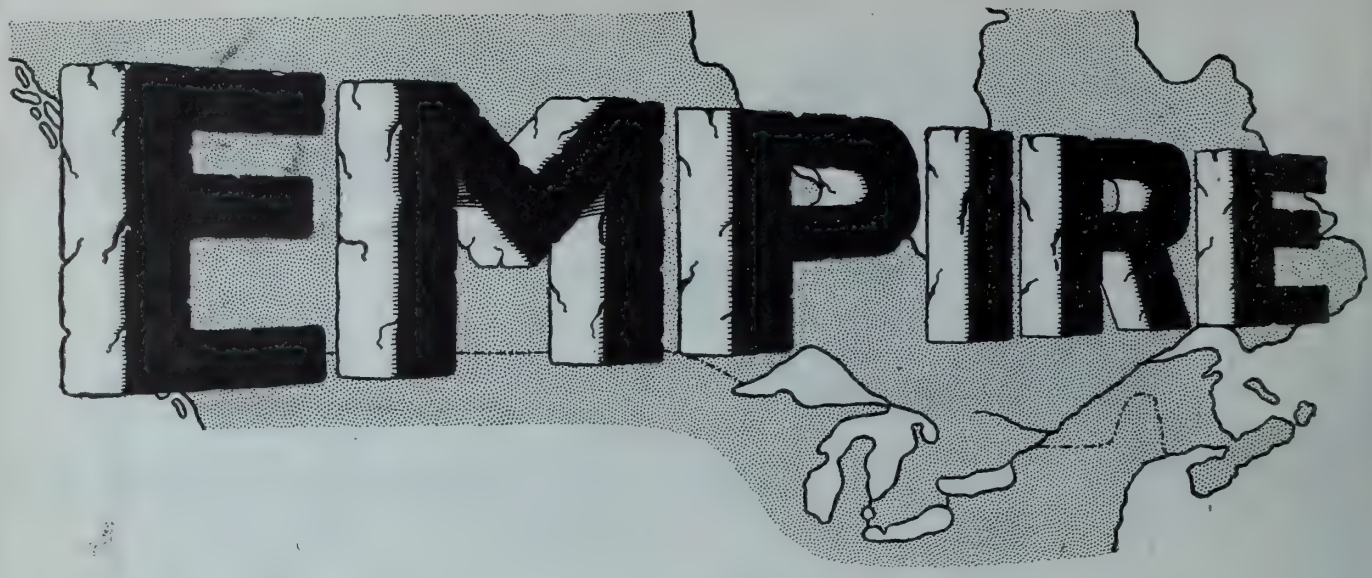
Since August 15, 1920, Star blades have been sold to the trade by the makers. The former arrangement of selling through agents has been discontinued, as we feel that we can serve our customers better by maintaining a closer contact with them. We invite correspondence and receive suggestions from the trade on any subject connected with Star Saws.

Clemson Bros. Inc., Middletown, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton, Ont.

STAR HACK SAW BLADES





PRODUCTS OF MERIT



The word Empire is a symbol standing for brass goods, plumbing supplies and sanitary fixtures of merit. Every article is of the choicest quality and designed to give maximum service.

So it is with this brass spray nozzle, No. A-1981, which adjusts readily from a misty spray to a coarse one, and then to a solid stream. It is always in demand where hose is used. Then our hose coupling No. A-1982 goes hand-in-hand with it, for it is well machined with deep, even threads and is a necessity wherever hose is used. They really sell together and in large quantities.

Empire products are handled by jobbers everywhere and by demanding EMPIRE goods you assist in bringing the Canadian dollar back to its full 100 cents.



Empire Brass Mfg. Co., Limited

LONDON AND TORONTO, CANADA

If interested tear out this page and place with letters to be answered.



it's these men who are keeping you busy

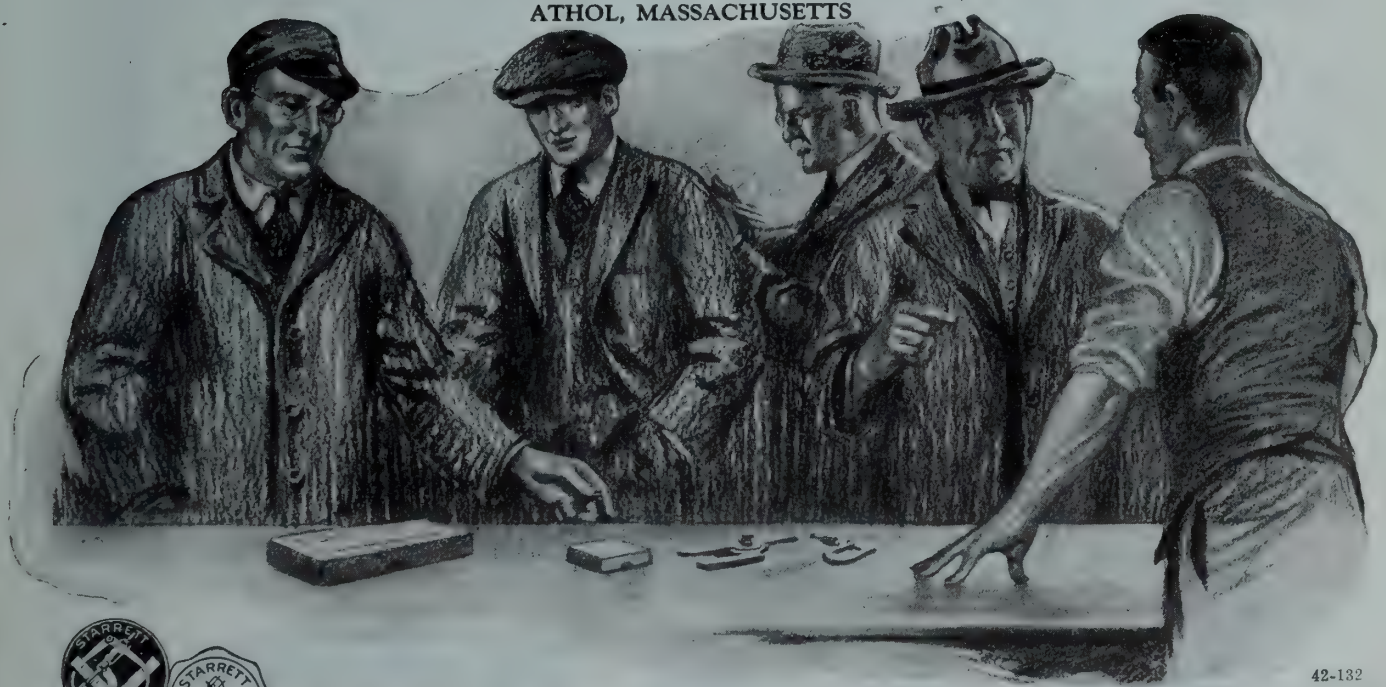
They represent the high-grade, skilled machinist class of today—men who know their work and know the tools that suit their work.

It's these men who watch the pages of the magazines which tell them the news of the shop—magazines such as the American Machinist, Canadian Machinery, Machinery, Popular Science Monthly, Popular Mechanics, etc. And in these magazines we are telling the story of Starrett Tools to the men you see in your store every day. Give them the latest news on Starrett Tools by showing them Catalog No. 22 M A

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers—Manufacturers of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS



42-132

STARRETT TOOLS — STARRETT HACK SAWS CUT QUICKER LAST LONGER

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

EVEREADY

$10,000 Contest Announcement Week

February 1st to 8th Inclusive

What did the Letter Say?



You tell 'em through Your Windows

THROUGHOUT Canada, announcement of the winners of the great Eveready Prize Contest will be made during the week of February 1st to 8th inclusive. This is your opportunity.

So great was the response to this novel Contest that the announcement had to be deferred, in order to give the judges ample time to sift and select the winners.

Over 350,000 answers were received, indicating the widespread appeal of the Contest. Folks everywhere are anxiously waiting to hear who won. Now—

In accordance with the Eveready policy of Help the Dealer, newspaper ads will not carry complete list of winners. Instead, people will be told to *see their dealer's window.*

They must go to your store, look in your window, and get the answers *there.* Here is a real, merchandising idea that will direct the great tide of interest to *your place.*

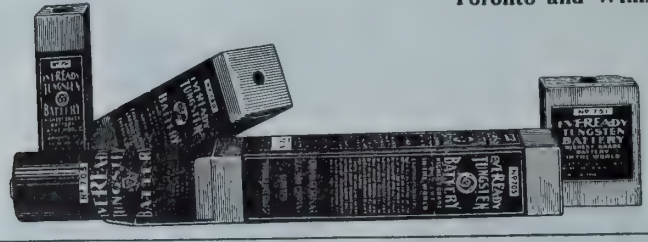
Get ready *now* to handle the crowds that will come to you to find out who won. Look over your stock. Get in your order without delay for Eveready Flashlights and Batteries.

You'll need a good stock for your shelves and windows. Be ready to put in a striking window display that will flag passersby and bring them inside for details of awards and—*incidentally*—for flashlights and batteries.

Remember, this Contest was instituted for just one purpose—to *sell* Eveready Flashlights and Batteries. If it fails to roll up sales for you, our money has been thrown to the birds.

But—you are going to see it through. It cannot fail. The interest has already been created. Our advertising will send the people *to* you. It's up to you to give them information, merchandise and service—and take their money.

CANADIAN NATIONAL CARBON COMPANY, Limited
Toronto and Winnipeg



EVEREADY
FLASHLIGHT BATTERIES
Fit all Flashlights

AC-8-T

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer the Garage-man

A HARDWARE business that is run right can do more than merely fill orders. It can *create* orders; which is the same as saying *go out and get new business.*

For the past two years the Greenfield Tap & Die Corporation has been pounding away at this idea as the only way to increase its trade through hardware dealers. And every day we become more and more convinced that we're *right.*

Take your threading tool business in garages, for instance. We find from actual contact with garage-men that there is an imperative need here for at least *three* different styles of the threading tool sets we sell.

No. AA4 *Little Giant* Screw-Plate (for magnetos and other small work).

No. **312** *Little Giant* Screw-Plate (for engine and chassis repair).

No. **260** A Set of *Little Giant* Pipe Stocks and Dies (for pipe connections).

And we say this straight from the shoulder to hardware dealers who are or ought to be selling the GTD line:—*until you've visited and sold* every garage-man in your territory these three items (and maybe others) you haven't scratched the surface in your territory for threading tool sales—and re-sales (which means replacements).

Why not make a list of the garages near you where these tools may be sold and send such a list to our Dealers' Service Section? If you will do so, we will give you intelligent cooperation both in stocking the tools you need and in supplying advertising material to move them.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

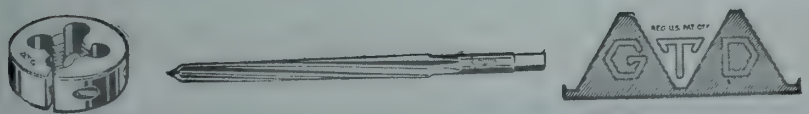
GTD
Corp. of Canada
Limited, Galt, Ontario

Here is that list of garages to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name _____ Position _____

Firm _____

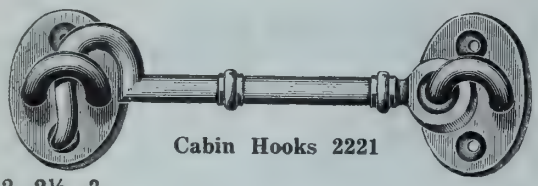
Address _____ H & M 101



If interested tear out this page and place with letters to be answered.

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)



Cabin Hooks 2221

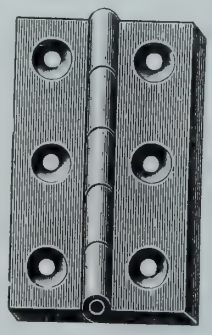
2, 2½, 3

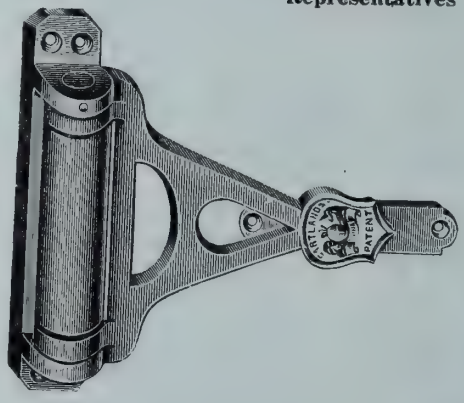
BUILDERS & GENERAL BRASSFOUNDRIES

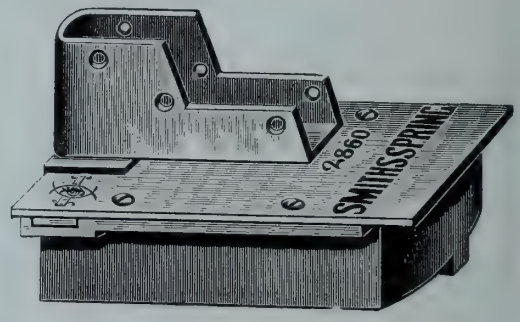
Canadian Representatives

G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.







5150. Machine Made Hinges.
Made in all Standard Sizes

5355. Helical Door Springs
Made Adjustable and also Non-adjusting.

2860. Smith's Floor Spring
Made Light, Medium and Strong.

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

NEW PRICE LIST OF BISSELL SWEEPERS

Effective January 1, 1921, and Until Superseded

Carpet Sweepers.	RETAIL Niagara Falls Prices per Doz.	East. Prov. and Winnipeg	*West. Provinces
"American Queen"	$60.00	$ 7.50	$ 7.75
"Champion," Jap.	45.00	....	....
"Gold Medal"	57.00	7.25	7.50
"Grand Rapids," Nic.	55.00	7.00	7.25
"Grand Rapids," Jap.	50.00	6.25	6.50
"Grand," Nic.	74.00	9.25	9.50
"Grand," Jap.	68.00	8.50	8.75
"Parlor Queen"	62.00	7.75	8.00
"Princess"	57.00	7.25	7.50
"Prize"	57.00	7.25	7.50
"Standard," Jap.	46.00	....	....
"Universal," Nic.	53.00	6.75	7.00
"Universal," Jap.	48.00	6.00	6.25
Vacuum Sweepers.			
"Superba," V. S.	120.00	15.00	15.50
"Grand Rapids," V. S.	106.00	13.25	13.75
"Household," V. S.	94.00	11.75	12.25

*On account of the freight the established retail prices on carpet sweepers are 25 cents higher than above and on our vacuum line 50 cents higher in the following Western provinces: Man. (excepting the City of Winnipeg), Sask., Alta., B.C.

"It affords us a great deal of pleasure to inform you of a reduction in our prices taking effect to-day as per prices quoted herewith. With the reduction made in our list prices to the trade the retail prices to the consumer can be reduced, and which should greatly increase the sale of our goods."

* * *

"To stabilize our line and to enable our customers to order in sufficient quantities to meet reasonable demands for the first six months of this year, **we want to emphasize that there will be no change in our prices before July 1st."**

From our New Year's letter to the trade.

BISSELL CARPET SWEEPER CO. OF CANADA, LIMITED

NIAGARA FALLS, ONT. (Factory), and GRAND RAPIDS, MICH.

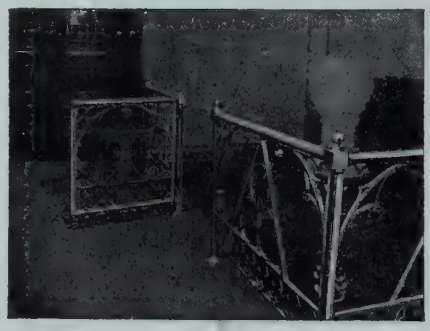
Oldest and Largest Sweeper Makers

If interested tear out this page and place with letters to be answered.

A Hammer to Hit the Slump on the Head

A slump in your usual trade need not mean a slump in your profits. What if some lines are slow movers—how about the unexplored avenues of business?

There is bound to be building or remodelling going on in your town or locality. Have you thought of the fire escape for the school or the factory, the wire window screens, the wirework around the elevator, or guarding dangerous machinery, the teller's cage, and the brass railings for the bank, the church, or theatre?



Church Railings



Wire Stock-Room Partitions



Collapsible Iron Gates

We Make

Steel Cabinets, Steel Lockers, Steel Bins, Steel Shelving, Steel Chairs and Stools, Steel Lavatory Compartments, etc. Ornamental Iron and Bronze, Commercial Wirework of all kinds. General Builders' Ironwork.

Write for Folders

We are looking for live hardwaremen to get orders for us. We are the leading manufacturers of these lines in Canada.
You get the order—we guarantee prompt delivery.

Halifax
Montreal
Ottawa
Toronto

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Hamilton
Winnipeg
Vancouver
Calgary



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.
Ask Your Jobber.

P X H

IMPERIAL

INGERSOLL

If interested tear out this page and place with letters to be answered.

ATKINS STERLING QUALITY SAWS



By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools

"The Finest on Earth"





Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. Branch—Vancouver, B.C.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

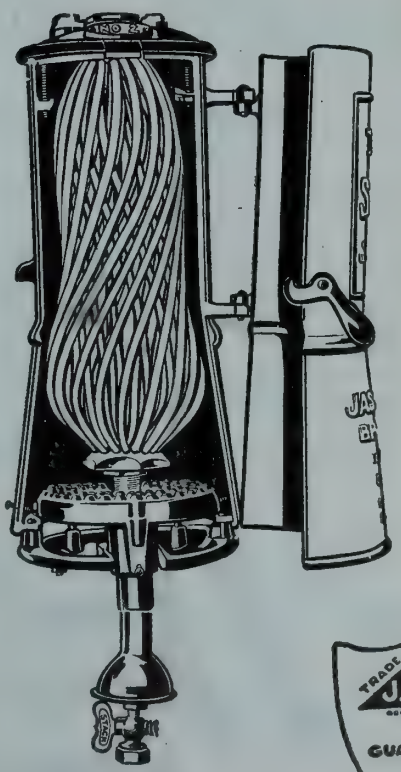
The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with a smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.



NIAGARA WROUGHT STEEL HARNESS SNAP

9 F

EMBOSSED LETTERS AND FIGURES

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

Manufacturers:

The Sheffield Twist Drill & Steel Co.

LIMITED

Works: Summerfield St., Sheffield

Telephones: London City 2660. Sheffield - 712. 710. Code ABC 5th Edition

LONDON OFFICE: Suffolk House, 5, Lawrence Pountney Hill, London, E.C. 4

Telegraphic Address: "Proells, Sheffield" "Proells, London" "Proells, Paris"

HIGH TWIST SPEED DRILLS



High-class Drills with IRRESISTIBLE PIERCING FUNCTIONS that stand the WEAR and TEAR—in other words, the DRILLS that are EFFICIENT and ECONOMICAL—are the DRILLS with the "DORMER" Brand.

We are manufacturing SPECIALISTS—Carry large STOCKS—Give PROMPT deliveries, and rely upon our products for REPEATS.

Canadian Agents:

Forrest, Jackson & Forrest

230 Craig Street West

MONTREAL : : CANADA



"SURE THING"

This Canadian Cattle Knife is real Sheffield goods—built for business Keen, well-tempered blades, solid Stag handle—a knife for tough work. You're on the right stuff with this line—mail us your order direct and save middlemen's profits. Immediate shipment.

T. E. Rowbotham & Son

Globe Works, Penistone Rd.

SHEFFIELD, ENGLAND

E. Roy, 51-2 St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

If interested tear out this page and place with letters to be answered.

E. T. WRIGHT CO.

HAMILTON, CANADA

SNOW SHOVELS

JAPANNED OR GALVANIZED

FOR MAN OR BOY

LARGE STOCK
PROMPT
SHIPMENT.



VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

mean to you easy sales, quick turnover, large and steady profits year in and year out—

No capital tied up—stocks replenished promptly as needed by your jobber.

When ordering, specify one of the above brands, recognized for over fifty years as the standard of file quality.

Made in Canada by :

NICHOLSON File Company

Port Hope, Ontario

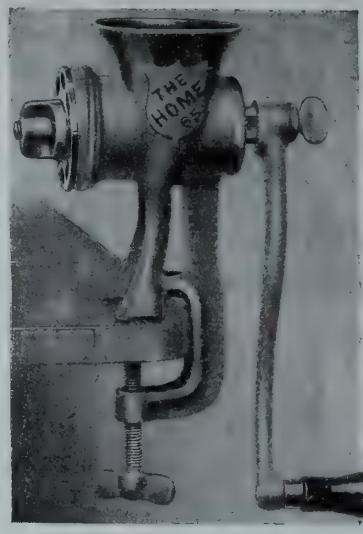
If interested tear out this page and place with letters to be answered.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Marys, Ont.

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS

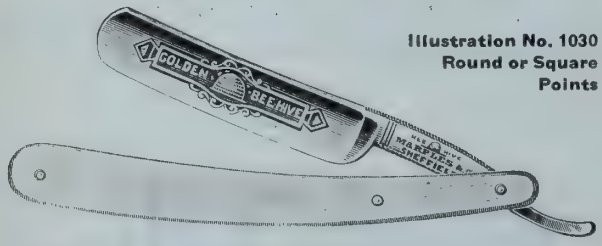


Illustration No. 1030
Round or Square Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works **SHEFFIELD**

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

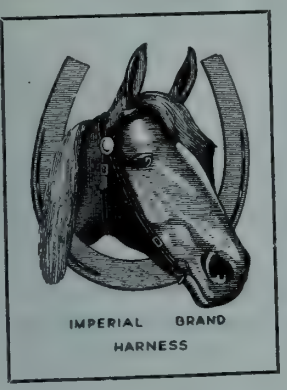
Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

If interested tear out this page and place with letters to be ***answered.***

Imperial Brand Horse Blankets for 1921



We are now showing our next season's patterns in Jute, Duck and Kersey Horse Blankets.

It is our intention to maintain during the coming year the uniformly high quality of our product, paying particular attention to the quality of the lining used in our blankets and which has made them so popular with the trade all over Canada.

Manufacturing Facilities

Our plant at Whitby is splendidly equipped to take care of all requirements, and with the addition of the E. N. Heney Co. machinery, which we bought during 1920, it gives us a greatly increased capacity.

SAMUEL TREES & COMPANY, LIMITED

Manufacturers Harness, Saddlery and Horse Blankets

42 Wellington St. E., TORONTO **Mill: Whitby, Ont.**



A Big Field of Prospects for the *Westco* Tankless Water System

In rural and suburban districts and on farms, the need of running water is urgent. The convenience and reliability of the Westco Tankless Water System appeals strongly to those people having electricity available.

These Westco features make strong talking and selling points:

(a) Requires no storage tank. Water is pumped direct from source of supply to taps.

(b) Entirely automatic; open tap, pump starts at once; close tap, pump stops.

(c) Inexpensive to buy, install and run.

(d) Is vibrationless and silent in operation.

(e) Has no gears, no belt, no valves.

(f) Has only one moving part, and is self-lubricating.

But Above All—Thoroughly Reliable.

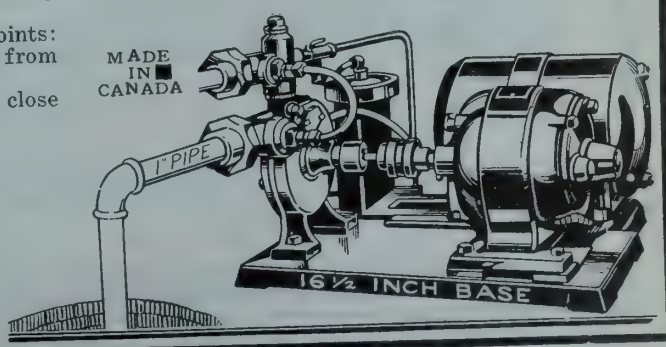
Westco Pumps, Limited

707 Yonge Street, Toronto, Ont.

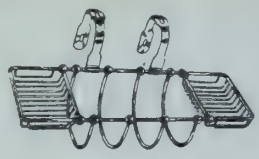
Handsome Profits for Westco Agents

Farmers everywhere are demanding a reliable, compact water system such as the Westco. In addition to this huge field of farmer prospects there are the suburban and outlying districts of cities and towns where the hand pump and well are still being used. **Our dealers and agents are making splendid profits.** There are still a few really good territories left open. Write us at once for our selling arrangement and other particulars.

Good Commissions for You



If interested tear out this page and place with letters to be answered.



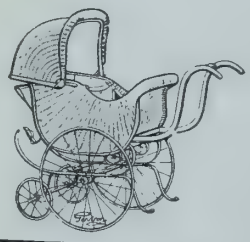
THE GENDRON MFG. CO., Ltd.



BABY CARRIAGES

and

CHILDREN'S VEHICLES





THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'

AND

Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

CARTER'S

For Your Painter Customers—

CARTER'S GENUINE DRY RED LEAD

A highly oxidized and very finely ground Red Lead. Always pure, always uniform and very economical. An ideal protective paint for metal work, railway and marine work, steam pipes, etc.

You can safely recommend this and the other Carter Products — Genuine Orange Lead, Genuine Dry White Lead and Litharge. The Carter name guarantees the quality.

The Carter White Lead Company of Canada Limited, 91 Delorimier Ave., Montreal

If interested tear out this page and place with letters to be answered.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

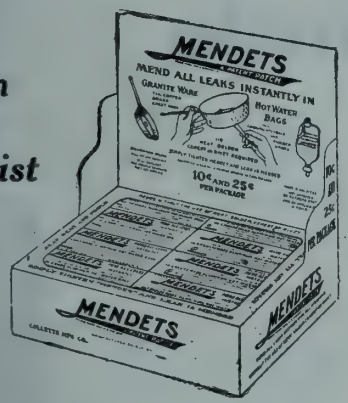
MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
R. H. Phipps, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Go on With a Twist



Sell With a Bang

Displays That Make Sales

A Mendets display case stood upon your counter will make your cash register bulge. Displayed where customers can readily see them, they sell themselves—impressing the customers with their money and utensil-saving qualities.

Mendets are used in the home for mending pots, pans, rubber goods, etc. Have given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them

TO-LO-CO

REGISTERED TRADE MARK

Sectional Handles

Cast Brass or Bronze

No. 7520

Length of handle, over all 9 In.



No. 7920

Length of handle, over all 9¼

No. 7620

Length of handle, over all 9¼

No. 7720

Length of handle, over all 11¼

No. 7420

Length of handle, over all 12¼

No. 7820

Length of handle, over all 14½



No. 7620

Another To-lo-co offering. These handsome, artistic handles in cast brass or bronze will win your customers' approval on sight.

Toronto Lock Mfg. Company

Patterson Place

Toronto - Canada

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MEAKINS BRUSHES



Meakins Displayed Means Sales Made

You can sell brushes the whole year round, from paint brushes to brushes for domestic use. Meakins Brushes represent honest, faultless workmanship, and will delight your customers with their service-giving qualities. The better grades are Rubber Set; the bristles cannot come out, and they will prove as reliable in your customers' hands as they will prove their ability to increase your brush business. Meakins displayed means sales made, and sales made means satisfaction and profits. Think it over.



Write for complete Catalogue. Order through your jobber.

Meakins & Sons Limited, Hamilton, Ont.

Warehouses : Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, JANUARY 8, 1921 No. 2

CONTENTS

What of Hardware Goods on Which Luxury Tax Has Been Paid? ... 35
Misleading Advertising Injures Tire Business 36
Emphasize Fuel Economy in Stove Selling 37
1920 Was Big Year in Automobile Industry 39
Are All Bankrupts Dishonest? 40
Editorial Comment 42
The "Buyers' Strike" 43
News of Western Canada 44
Convention Plans for Ontario Retail Hardware Association 45
Events in the Trade 46-47
Twenty Years Ago—Charge Auto Accessory "Trust" Exists 51
New Hardware Goods 52
Western Paint Market 53-59
Paint Movement to Stabilize Trade 60
Brush Manufacturers Present Case to Tariff Board 62
Weekly Paint Market 66-68

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TINPLATE *and* TERNEPLATE

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We are now in a position to import Welsh plates to compete with American, and the higher quality of the former is conceded by all who have used both makes.

A. C. LESLIE & CO.

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560 St. Paul St. W., Montreal

1921

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CANADA

GALVANIZED IRON

UNEQUALLED

in all the qualities that tend to give satisfaction

It Pays to Specify the Best

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Manufacturers
BRISTOL, ENGLAND

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Canadian Agents
MONTREAL

WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS



THEY are guaranteed for service because they are dependable, and they are dependable because their design is right; their material is the best for the purpose that can be bought; their workmanship is the result of the skill obtained during nearly half a century in the production of superior drop-forged tools.

Williams' "Vulcan" Safety Lathe Dogs are built for a life-time of strenuous service and provide absolute safety for the operator at the same price as the old-style, dangerous dogs with projecting screw.

Dogs that are safe to use are safe to sell. Booklet on request.

J. H. WILLIAMS & CO., LTD.

"The Drop-Forging People"

Formerly the Canadian Branch of The Whitman & Barnes Mfg. Co.

30 THOROLD ROAD ST. CATHARINES, ONT.

W. Bruce Campbell, Western Agent, 30 Confederation Life Bldg., Winnipeg

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, JANUARY 8, 1921 No. 2

What of Hardware Stocks on Which Luxury Tax Has Already Been Paid?

Automobile Dealers' Protest May Also Apply to Electric Fixtures, Gas Fixtures, Ammunition, Musical Instruments, Boats, Etc., on Which Hardware Merchant Has Paid Tax to Manufacturer and on Which Customer May Now Ask Reduction of Luxury Tax Amount.

TAKING off those luxury taxes on hardware lines which were collected and remitted to the Government by the retailer himself was a comparatively simple matter and one which would not lead to any complications. Taking off the luxury tax which was collected and remitted by the manufacturers is considerably more involved. The cause for complication lies in the fact that manufacturers had already collected the luxury tax on certain hardware lines sold by them to the jobbers and thence passed on to the retailer, when the tax was taken off, and the natural result is that retailers find themselves to-day with stocks on their shelves on which a luxury tax has been paid and which they may find difficulty in collecting from customers who know the tax has been removed.

In the hardware trade lines on which manufacturers collected the tax were as follows:—Chandeliers (except for churches) over $12 each, 10 per cent; electric light fixtures (wall) over $3.00 each, 10 per cent; firearms (shells, cartridges, etc., except for militia purposes) 10 per cent.; gas wall fixtures over $3.00, 10 per cent.; gramophones, phonographs, and other musical instruments other than band instruments, 10 per cent.; boats (yachts, canoes and motor boats, except if used for trading) 10 per cent.

Under this heading also came automobiles and automobile dealers are now taking up their case with the Government with a view to securing refund of tax paid on automobiles in stock.

With a view to finding out if such action was warranted in regard to those lines on which tax has been collected and which might be expected to suffer in competition with new deliveries coming forward on which no tax has been collected by the manufacturer, Hardware and Metal has made enquiry among manufacturers, wholesalers and retailers.

Hold Prices Till Stocks Cleared Out

Briefly the stand taken by jobbers and retailers who are holding stocks on which tax has been paid is that they will sell those stocks at the same price as they have been doing recently, including the tax which they have paid. When these stocks are cleared out and are replaced with stock on which the tax has not been charged there will be a proportional decrease in the price of such lines. This plan is not being followed out in every case however.

Discussing the matter with a manufacturer of phonographs and other musical instruments, it was pointed out to Hardware and Metal that when the luxury tax was applied on such lines at time of sale by the manufacturer, new catalogs with prices including the tax were immediately issued to the trade and retailers were thus enabled to take advantage of the increase immediately on stock on which they had paid no tax to the manufacturer.

"As far as our lines are concerned the hardware merchants should not forget that they took the profits when the tax was put into effect," said this official, drawing attention to the fact that as stocks generally held now are lighter than at the time the luxury tax was effective the profits at the one end will more than offset any decrease in the profit now to be taken by allowing customers for the luxury tax on stock now on hand. This firm has issued new prices minus the luxury tax, for the use of the trade, and as these prices are adhered to strictly it is considered unlikely that any merchants will hesitate to make this allowance. Some manufacturers of musical instruments have stated that it is not their intention to reduce prices until material in stock, on which tax has been paid at importation, has been fully disposed of. Such manufacturers are desirous of keeping prices up so that they will not suffer from the removal of the tax.

Less Profit—Not a Loss

It was pointed out by this official that merchants will not be compelled to take a definite loss on such instruments as are in stock, but that they will have to take a less profit than otherwise. This firm had foreseen the possibility of the tax being removed and had encouraged merchants to make some allowance and clear out stocks so as to minimize as far as possible any chance of trouble with customers.

It was pointed out that there would not likely be any move on the part of wholesalers or retailers handling this particular line to have any refund made, owing to the fact that the condition was not serious and the giving of such refunds would, it was thought, result in a revenue shortage that might cause a more severe form of tax to be applied later.

Three Distinct Classes

In this connection it was pointed out that this case was somewhat different from that of the automobile dealers. There were said to be three distinct classes, the jewellers in one class, whose line was possibly the greatest luxury of all and yet who were given a very simple form of taxation levied at time of sale; automobile dealers were shown to suffer most, under a tax measure which made it necessary for them to pay a tax on cars which were in their possession when the tax was applied. It was evident therefore that these dealers had no way of making an additional profit at that time to recompense them for the loss taken to-day. The third class was described as such lines as those on which the manufacturer collected tax at time of sale, which did not apply to stocks already held by jobbers and retailers, and on which an additional profit could be realized to recompense them for the loss to be taken to-day if the luxury tax is taken off current prices.

The musical instrument business has not felt any great stimulus yet as result of the removal of the luxury tax, but the opinion was expressed that its removal would have a good moral effect upon business this year.

Electric Fixtures

A manufacturer of electric fixtures stated to Hardware and Metal that the revenue in taxes from this branch of business had been so slight that its effect on prices would be hardly noticeable now that the tax has been removed. He stated that 90 per cent. of the fixtures sold to the hardware trade came under the exemption figure of $12 for chandeliers and $3 for wall fixtures. There will, of course, be a decline proportionate to the amount of the tax formerly charged.

An interesting point brought out was that owing to the fact that a fixture which would cost less than $12 as it left the factory would, when wired and fitted with sockets, shades, etc., sell for probably $25, it was ruled that a dealer contractor who added these parts was a manufacturer and therefore should charge the 10 per cent. tax on the value over $12 of the fixture. Shortly before the luxury tax was removed, a deputation went to Ottawa and succeeded in having this ruling eliminated. For this reason there would not be many fixtures sold which became liable for luxury tax when sold by the manufacturer and any serious complications with customers in the retail trade over prices on fixtures as result of the removal of this tax is not anticipated. Meanwhile jobbers of electrical fixtures intend to clear out present stocks without making any allowance for luxury taxes.

As far as ammunition is concerned it will be noted that a decline has been announced this week by at least one Canadian manufacturer. The decline is equivalent to the amount of the luxury tax and it is stated to have been put into effect as result of the removal of these taxes. Stocks of ammunition in the hands of either retailers or wholesalers are not generally heavy at this time of year but on such stocks as are on hand this manufacturer stated that the higher price secured on stock on hand when the tax became effective will make up for the lower prices now being charged the trade and from which customers may seek to benefit.

Misleading Advertising Injures Tire Business

Manufacturers Urge dto Refuse to Accept Such Classification as "Blemished," and "Seconds" Be Advertised Only as Such—Dealers Urged to Set an Example by Abandoning Deceptive "List Price" Comparisons, Claims of Enormous Savings, Misleading $1 Sales or Bargain Offers

THAT the tire business as a whole has been injured by the misleading advertising of cut-price dealers in selling rebuilt tires and so-called "factory seconds" is the conclusion reached in a bulletin just published by the National Vigilance Committee of the Associated Advertising Clubs, based on that committee's investigations.

"There is no objection to reconstructed, rebuilt, or to 'second' tires as such. There is a legitimate market for them," says the committee in commenting upon facts in its bulletin. "But it is the representations under which they are sold which constitute a serious menace to public confidence in all tire advertising. Instead of giving the complete facts, which would clearly show the true character of the tires offered for sale, irresponsible dealers either intentionally leave them out or so subordinate them that a misleading impression is produced.

Manufacturers Somewhat to Blame

"Manufacturers have been somewhat to blame for the loose use of the word 'seconds,' due to the fact that some of them have sold surplus stocks or discontinued lines to dealers and allowed them to call these tires 'seconds' because of 'blemishes,' 'change of color,' 'change of tread,' or 'overproduction.' A 'second' actually belongs to a class of tires which is defective and this definition should be maintained firmly.

"Rebuilt tires are commonly called 'double treads,' which leads the reader to infer that he is getting a tire with an extra thickness of tread instead of a second-hand tire re-made by cutting two old worn casings and sewing together the less worn parts," the committee states. "The censorship practised by same publications forces advertisers to specify that such tires are rebuilt or reconstructed, but these publications are not sufficiently great in number to check the abuse which is widespread.

Mileage Guarantees on "Seconds"

"Guarantees of exceptional mileage are invariably made for rebuilt and 'second' tires, but these are merely the dealers' own promises and are misleading because he simply offers to replace any tire which does not give the specified mileage with another tire of the same sort at half price. This sounds fair but experience has proved it to be otherwise. Elementary arithmetic will show the cost of mileage upon such a basis to be enormous if the tires blow up in a few hundred miles, which they often do.

"Comparing the price of rebuilt or 'second' tires with the price of standard first quality tires of known and meritorious makes is another common and deceptive practice which many dealers follow," the committee reports. It contends that, "it is falsehood to claim that rebuilt or 'second' tires are selling at large reductions from list price for the reason that such tires have no list price and have never had one. They sell for whatever they will bring and generally that is every bit of what they are worth in the market.

$1 Tire Sales

"The $1 Tire Sale is another means of misrepresenting the price of such tires," the committee maintains. "In these sales the customer is given an additional tire for $1 provided he first purchases one tire at the full 'list' price. In every instance two tires must be purchased and in no case is a single tire sold for one dollar. The use of the deceptive list price, plus the one dollar, gives the seller a good price for each tire."

Continued on page 45



A separate department for stoves and heaters is used by Emerson & Fisher, St. John, N.B. This department, well lighted, clean and attractive, with each stove kept polished, is shown herewith. Here the customer may take time to choose a range and there are no distracting influences. The advantages of such a department have been well proved by this store.

Emphasize Fuel Economy in Stove Selling

Some Hints on Increasing Stove Sales From St. John, N.B., Merchants—The Exclusive Stove Department—A Valuable Service Department—Demonstrations Valuable in Stove Selling

FUEL-saving is one of the features around which St. John hardware merchants have developed stove business this season and in view of the economies necessary through the high price of coal this has proved to be an important factor in keeping the stove business active. So well have customers responded to the argument that a new stove will save its cost in fuel saved that St. John merchants have been enabled to do a very fair share of the stove business which manufacturers report has been so heavy as to clear them out of stock.

Merchants of St. John have made an exceptionally big drive on the kitchen range and heating stove end of their business this season and in every store handling this class of goods there is a big display linked up with advertising campaigns carried on through the local newspapers. It has been the experience of these merchants that the high price of fuel has made the buying public very particular as to the type of stove they buy, and the stove with the most efficient fuel saving devices is naturally the one which is being chosen by every economical housewife. The merchants have not been slow to recognize this fact and their advertisements and window displays always point out the many fuel saving features in their stoves. To the buyer this class of advertising always appeals.

Through the use of their splendid stove department and the use of advertising Messrs. Emerson & Fisher, Ltd., are making a very extensive appeal for range and heater business. They follow the plan of continually impressing the customer that their product is founded on efficiency and durability—not on words, but on deeds. They give some very convincing reasons why the citizens should buy their stoves. Here are some of them, as used in their newspaper advertising. Because:—it's easy on fuel—burns hard coal, soft coal or coke; simple to operate; easily kept in overnight; it's a quick heater too; presents a good appearance.

Exclusive Department for Stoves

A large and exclusive department is used by Emerson & Fisher to display stoves. The various types of stoves and heaters are ranged along each wall of a department and inclined slightly so that they may all be seen from the end at which light is admitted. The department is well lighted and the stoves are kept clean and polished. The separate department allows customers to take their time in looking over the various types and here the salesman may have full sway without any distracting influences to disturb. Keeping the stock in a separate department has been found to be a distinct advantage from many standpoints. In addition to those outlined it helps to keep the stock in better condition and therefore show to the best advantage.

Service Department

A splendid service department in parts for all stoves stocked is conducted in connection with the stove department. It is a source of great satisfaction for customers to be able to purchase any part of their stove without any waiting whatever, and to be sure it will be right. This has been found to be a distinctive feature of great importance in attracting stove business.

Every Salesman Knows Stoves

Every salesman selling in the stove

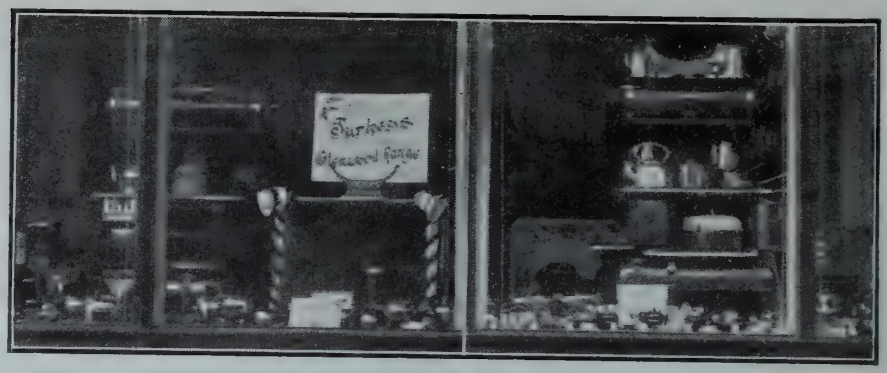
department of this store is well posted on stoves and can give customers all the advice and information necesary in purchasing a stove that will suit their requirements and give them perfect satisfaction. This store also conducts a rapid installation service, and on nearly every occasion they will instal a stove or range the day after the purchase has been made.

D. J. Barrett, St. John, is also going after stove business with enthusiasm. His windows always show a good line of ranges and heaters and a well assorted stock is always kept on hand to meet the needs created by aggressive advertising. He too has found the fuel-saving appeal is an important one in stove selling. He is also a firm believer in quoting prices in his advertising and it is not often than any advertisement appears in the local papers without being accompanied by the price. Oil heaters are always mentioned in the advertising and a good stock kept on hand.

Giving a turkey away for a limited time prior to Christmas with every range purchased at the store is a plan which has been successfully followed by Mr. Barrett. The real usefulness of a good range is very apparent at Christmas time when the Christmas fowl must be cooked and linking up the two ideas has been found to be effective.

Mr. Barrett is also a firm believer in demonstrations, in fact demonstrations may be said to be a specialty of his. In his ads. he says: "our prices show, and a demonstration will convince." When demonstrations are held no pains are spared to give prospective customers full information in every detail. His salesmen are fully alive to the value of practical demonstrations, and will disassemble a stove in order to show the parts to intending purchasers with such a cheerful readiness that a very favorable impression is created. Mr. Barrett believes that this is one of the best means of creating good will, and the quantity of stoves he sells during the season bears out his convictions.

"A fuel saving firebox" is one of the points Messrs. J. E. Wilson, Ltd., bring out in their advertising, and show that it is necessary to produce more heat from less fuel. Here again a special demonstration service goes on every day, and citizens are invited to call and see the selling points of the company's line of stoves without any obligation to buy. The free and easy manner in which the demonstrations are carried out makes the customers feel "at home," and many a stove is sold to a shy customer because of the fact that there is no feeling that a purchase must be made as an obligation. "The pleasure is all mine" seems to be the motto of the salesman, and in most cases the customer becomes imbibed with the salesman's enthusiasm and a sale is made.



A good line of ranges and heating stoves are frequently featured in the window display by D. J. Barrett, St. John, N.B. This store has found it advantageous to link up displays with some current feature such as the necessity for fuel saving at present or in connection with cooking the turkey for Christmas. A feature introduced by this store is to give away a turkey with each range purchased for a limited time before Christmas.

Emphasize Fuel-Saving in Stove Ads.

A Fuel-Saving Firebox

B——

Cast Iron Range

Fuel is scarce and high in price this winter. It should be economically used. The firebox on the ——— range has proved to three hundred thousand users throughout Canada its consistent ability to produce more heat from less fuel. They know from results that the ——— has a fuel-saving firebox—let us tell you why.

Demonstrations daily—no obligation to buy.

J. E. Wilson, Limited
St. John, N.B.

You Will Require Less Coal This Winter If You Use a

——— Range

Owing to the scientific flue construction of this famous range, whereby all the heat is retained and practically only smoke escapes, is the one reason why the ——— range is famous as a fuel-saver.

This is only one of the many exclusive features of this range. If you are interested we will be pleased to have you call and demonstrate its many labor-saving features to you.

D. J. BARRETT
ST. JOHN, N.B.

The Prestige of

The —— Heater

is firmly founded on efficiency and durability—not in words, but on deeds. Hundreds of these heaters are in use in St. John and vicinity —numbers of them have been in use for years. They're still favorites. Why?

Because—It's easy on fuel.
—Burns hard coal, soft coal, or coke.
—Simple to operate.
—Easily kept in over night.
—It's a quick heater, too.
—Presents a good appearance.

If you are going to buy a heater, let us show you the ———. We have all kinds of heating stoves—for any place—to burn any fuel.

Emerson & Fisher, Ltd.
ST. JOHN, N.B.

Some good selling points in connection with stove and heater advertising are outlined in these three samples of ads. used in local newspapers by St. John hardware merchants. The fuel-saving factor is emphasized in all ads. owing to the high cost of coal. Suitable illustrations were used in each of the ads.

1920 Was Big Year in Automobile Industry

Total Registrations of Motor Vehicles in Canada Increased From 323,360 in 1919 to 408,999 in 1920—Remarkable Development Since Seventeen Years Ago When 220 Motors Were in Use—Auto Accessory Trade Develops Proportionately.

CONTRARY to the general opinion that there had been a considerable falling off in automobile trade during the year 1920 as result of the period of slackness evident toward the end of the year, it is to be noted that 1920 was the biggest year the automobile business in Canada ever had. Every one of the nine provinces in Canada reports an increase in the number of motor vehicles in use. Figuring the increase on a percentage basis British Columbia stands out as the leading province with an increase of 43.5 per cent. over 1919 registrations. Ontario's increase was 30 per cent.

Motor cars and trucks registered throughout the Dominion from January to November, 1920, numbered 408,999. Of this number those provinces which separate motor trucks in the registrations indicate that at least 23,574 of these are trucks. It is stated that striking a fair average of motor trucks to passenger cars there would be approximately 380,325 passenger cars and 28,674 trucks in Canada. An increase in the number of motor cycles in use in Canada is also noted, there now being 10,311 registered.

Increase by Provinces

The increase in registrations by provinces is as follows:—in 1919, Ontario registrations increased by 23,400 over the previous year's figures; in 1920 the increase over 1919 was 44,600; Quebec registrations increased by 8,994 in 1919 and by 9,913 in 1920. Nova Scotia registrations increased by 1,797 in 1919 and 3,040 in 1920. Prince Edward Island registrations increased 518 in 1919 as compared with 419 in 1920; Manitoba had an advance of 5,774 in 1919 and of 7,159 in 1920; Saskatchewan had an increase of 7,511 in 1919 and 4,958 in 1920; Alberta advanced 4,500 in both 1919 and 1920; British Columbia increased registrations by 3,672 in 1919 and by 8,500 in 1920.

These figures indicate the provinces which have had the greatest increase in number of motor vehicles used and those in which there has been a decrease do not present an alarming condition as fluctuations are a comparatively common occurrence in their cases.

Total Registrations

Total registrations for the various provinces of Canada for 1919 and 1920 are as follows:

Province	1919	1920
Ontario	132,000	176,600
Quebec	34,987	44,900
Nova Scotia	9,900	12,450
New Brunswick	8,061	11,101
P. E. I.	999	1,418
Manitoba	29,163	36,322
Saskatchewan	54,750	59,708
Alberta	34,000	38,500
British Columbia	19,500	28,000

Development in Seventeen Years

Motor vehicle development in Canada has come chiefly within the past seventeen years. In 1903 Ontario was the only province to register motor cars and these numbered 220. Alberta was next to join the list in 1906 with 41 registrations. In 1907 Quebec joined with 254 cars, Nova Scotia with 62 cars, Saskatchewan with 54 and British Columbia with 175. A total of 2,100 motor vehicles were registered in the Dominion in the year 1907. These figures have multiplied rapidly each year until to-day every province has a substantial number of motor vehicles and the total has soared to 408,999. The following figures will show how rapidly the use of motor vehicles has increased:—Total registrations in 1907 were 2,100; in 1908, 2,901; 1909, 4,711; 1910, 8,937; 1911, 21,682; 1912, 34,789; 1913 50,489; 1914, 67,415; 1915, 87,675; 1916, 120.368; 1917, 199,302; 1918, 267,408; 1919, 323,-360; 1920, 408,999.

Growth of Auto Accessory Trade

These figures represent a truly remarkable development and it is no wonder that Canadians are proud of this industry. Not only does this industry give employment to thousands of mechanics in automobile factories but it provides much business in subsidiary industries such as tires and other accessories, oil, etc. The growth of the accessory business in Canada has been quite in keeping with the growth of the automobile industry itself, and the likelihood that registrations of motor vehicles will go well over the half million mark in Canada during 1921 will carry with it a proportional increase in the requirements for accessories.

From the statistics given herewith covering all parts of the country hardware merchants should be in a position to figure out approximately what the potential value of their district is, in so far as accessory trade is concerned, They can figure what their natural increase in such business should have been during the past few years and what they may reasonably expect with development in equal proportion during the next few years.

BORROW $50,000 TO CARRY ON BUSINESS

The receivers of Walden-Worcester. Inc., Worcester, Mass., have been authorized by the court to borrow $50,000 to carry on the business. The receivers had asked permission to borrow $100,000.

Enforcing Ontario Anti-Glare Law

ENFORCEMENT of the Ontario Headlight Anti-Glare law is now proceeding, the plan being followed of granting motor licenses only for vehicles on which approved headlight devices are being used. For the first month or six weeks of the year there will be much activity in taking out 1921 licenses and there are 176,600 motor vehicles in the province of Ontario to be equipped with some approved device for the elimination of headlight glare. On each application for 1921 license, the owner of a passenger automobile or truck must fill in an answer to the question "Is the above described vehicle equipped with an improved device for the elimination of Head Light glare? The name of the device must also be given.

Following are the names of the approved devices as at present recognized by the Ontario Department of Highways:—

Sills Rite-Lite (Green top).
Sills Rite-Lite (Clear).
Holophane.
Sun-Ray Lens.
Levelite.
Patterson
Liberty.
Macbeth.
Benzer
Clamert.
McKee.
Violet Ray.
Raydex.
Shaler Roadlighters.
Conophore (Clear).
Conophore (Novial).
Primolite.
Kopps.
Osgood.
Legalite.
Lee Knight.
Alvo.
McBride.
Sunlite.
Johnston Clear Ray Reflector.
National.
Ryan non-glare.
New Stop Glare Lens.

Outlines of the New Bankruptcy Act

No One Will Go so Far as to Say That Every Man Who is Unable to Meet His Obligation is Dishonest—New Bankruptcy Act Will Accomplish Much Good for the Trading Public—How It Will Work Out

Written by A. E. NASH, for Hardware and Metal

A GOOD DEAL has been said in past years of the man who is unable to meet his obligations, and a good many unnecessarily hard things have been said. The number of men who are unable some time in their lives to meet in full all of their obligations is much greater than many of us realize, but the number of men who cannot tide over a difficult period and eventually pay their debts in full is small. There is always a hard feeling towards the man who cannot do so. While it is a wise thing to be cautious in extending credit to the man who fails to pay all his debts promptly, there are very many cases where a hardship is performed through a too-ready suspicion. No one will go so far as to say that every man who is unable to meet his obligations is dishonest, because the inability to meet one's obligations comes from a number of sources, of which circumstances beyond the control of the person affected and hard luck are two.

The Bankruptcy Act.

Much will also be said in the next few months about the new legislation covered by Chap. 36 of 1919 and its amendments, officially called "An Act Respecting Bankruptcy" and commonly called "The Bankruptcy Act." This Act has been designed by the Government to take care of the procedure previously covered by the Assignments Act and similar acts and which have failed to entirely meet the necessities of the trading public. The Act as it stands is moulded very much on the English Bankruptcy Act and all the principal points, with the necessary alterations to meet the special requirements of this country, are taken from the English Act. The interpretation of the word "Bankruptcy" is that it is a proceeding under which the Government takes possession of the debtor's property, when the debtor cannot pay his debts or when the creditors of that debtor cannot obtain satisfaction of their claims, by the appointment of a trustee. The property of the debtor is realized and the proceeds distributed among the creditors in proportion to their claims, with the necessary provisions to cover any legal preferences given previous to the date of bankruptcy, and during the proceedings, and, as will be shown, subject to certain exceptions. Forever afterwards, the debtor has complete protection from any legal proceedings that can be instituted by any of his creditors, and can finally obtain a complete discharge of all obligations and debts, and recommence in business under his own name. The exceptions which are spoken of above, are covered in Section 59 of the Bankruptcy Act, and are briefly as follows:—

The Exceptions Outlined

1. That the assets of the bankrupt do not realize 50c on the dollar of his unsecured liabilities, but this does not apply when the Court can be satisfied that this position has arisen from circumstances for which the debtor cannot justly be held responsible.
2. That the debtor has not kept proper records for three years preceding the date of bankruptcy.
3. That after becoming insolvent and knowing himself to be such, the debtor has continued to trade.
4. That the debtor has not accounted satisfactorily for a loss or deficiency of assets.
5. That the bankruptcy has been brought on by rash and hazardous speculation or unjustifiable extravagances or culpable neglect.
6. That the debtor has not dealt properly with his creditors, but has put them to unnecessary expense by frivolous or vexatious causes.
7. That the debtor has incurred unjustifiable expense by engaging in frivolous or vexatious actions.
8. That the debtor has given undue preference to certain of his creditors within three months of the date of bankruptcy.
9. That the debtor has previously deliberately incurred liabilities in order to affect the creditors' standing.
10. That the debtor has previously made an arrangement for extension with his creditors, or previously been declared a bankrupt.
11. That the debtor has been guilty of fraud or a fraudulent breach of trust.

Not a Dishonest Action.

The above exceptions have been specially mentioned here, because the object of this article is not to describe the Bankruptcy Act in its dealings or workings, but to try to show that an Act of Bankruptcy in itself does not constitute a dishonest action. First of all, if none of the above eleven things has happened, then any time after the adjudication of bankruptcy, the debtor may, upon proper application, obtain a discharge, and such discharge in the eyes of the law, is equal to stating that the debtor is once more free to trade, that he is considered to be an honest man and that he has to the best of his ability discharged his liabilities; that he is a fit and proper person to again receive from the public a share of their confidence. If, on the other hand, he has done any of the eleven things mentioned above, a full investigation as to his integrity is made and the onus is on him to prove that he has acted honestly. He may fail to satisfy the Court that circumstances for which he cannot be justly held responsible have caused his assets to realize less than 50c on the dollar, and for this technical reason he may fail to obtain his discharge at first. He may through circumstances which he has been unable to control, be unable to produce proper records of his business transactions, and by this, his discharge may be delayed, although, provided he can satisfy the Court that the failure to keep the records was no fault of his or that it was an oversight through ignorance, he eventually would obtain his discharge. If, on the other hand, it is proved that he has acted dishonestly, his discharge would be difficult to obtain, and rightly so.

May Examine Affairs of Debtor.

The intention of the Government in providing for exceptions to the discharge of the bankrupt is to assure itself of his honest intentions, and that if he has done any of those things, that they have been done through ignorance and not by deliberate act, so that when the debtor obtains his discharge he may be able to hold up his head and say to the public, "While it is true that I became a bankrupt, it is also true that I have done everything in my power to meet my liabilities, that I unfortunately failed and that my assets were not sufficient to pay everybody in full, but the Court has satisfied itself that I have done nothing wrong, fraudulently or otherwise, and that my bankruptcy was the result of bad luck or misfortune, and has satisfied itself that I am a fit and proper person to continue in business, and, therefore, that I am an honest man." The assumption here is reasonable. The British law treats every man as honest until he is proved dishonest, and through the medium of the Bankruptcy Act, the Court has in its power the means of thoroughly examining the affairs of every debtor in bankruptcy, and the Court will not grant to a debtor a dis-

charge from bankruptcy until it is satisfied that everything in the power of both the debtor and the Court through the trustee as been done.

Obtaining Discharge Not Easy

The obtaining of a discharge from bankruptcy is not quite as easy as a lot of people may think, and the reason is that the Court is supposed to satisfy itself as to the future bonafides of the debtor before it allows him to again commence trading. He may at any time after he has been adjudged a bankrupt apply for his discharge. First of all, he must get a certificate from the trustee, giving full details of the creditors, to whom notices will be sent that the application for discharge will be heard in Court, and the trustee will appear and present his statement of the conduct and affairs of the bankrupt. There is no reason to suppose that when no good purpose can be obtained and no additional benefit accrue to the creditors by keeping a man in bankruptcy, that the discharge will be refused, because the State holds that the refusal of a discharge or the granting of it subject only to almost impossible conditions, imposes too great a burden and discourages the man to a degree where it would not be in the interests of the country. For certain reasons the discharge may be suspended instead of being altogether refused, and either the refusal or the suspension must be given if any of the above eleven things have been committed, and the suspension may be for a period of two years, or it may be for such time until a dividend of not less than fifty cents on the dollar has been paid to the creditors, or it may be provided the bankrupt agrees to allow a judgment to be registered against him for the amount of the unpaid balance of his debts.

A discharged bankrupt is, therefore, in the eyes of the law and must be in the eyes of the public, an honest man, but an undischarged bankrupt may in the same manner be just as honest, for the discharge may in some cases be delayed only for the purpose of further investigation and more complete particulars, and if he is honest he will eventually get his discharge.

Will Accomplish Much Good

On the whole the Act will work a wonderful good for the community. It is severe on the debtor who does not intend to meet his obligations, but while appearing to be hard to the debtor who is trying to do his best, it is not unjust, and we must remember that the Government should protect the trading public. If legislation such as this Bankruptcy Act was not introduced, business would suffer very materially on account of the dishonest trader. Not only does the Act take care of the creditor by giving him the power to make a debtor a bankrupt and thus enables him to obtain some return for the goods he has supplied, but it will also have the effect of curtailing the dishonest practices of men who intend deliberately evading their just obligations. The Act is hard, and justly so, on the dishonest man, and this very fact will keep men from dishonest trading in the future.

The Bankruptcy Act coming into force at a time when credits are not easy to obtain and when it looks as if we might be about to pass through a period of tight money, and when prices have reached the highest point they are likely to reach, and we may expect a reduction in almost every line, is a fine thing for the future business stability of the country. It will have the effect of creating much needed caution in many of our business men and will restrict foolish and speculative buying, and the over-loading with stocks. The Act, indeed, could not have come at a better time, and one effect of it will almost surely be that additional care, which is so much required during a period like the present, will creep into our business methods.

Acts of Bankruptcy Defined

For the benefit of our readers, the following are acts of bankruptcy:

1. The making of an assignment for the benefit of the creditors.

2. The making of a fraudulent conveyance of property.

3. The creation of a charge on property which would be a fraudulent preference.

4. Absconding with intent to defeat creditors.

5. Allowing an execution in the sheriff's hands to remain unsatisfied, subject to certain limitations.

6. Exhibiting by a debtor to a meeting of creditors a statement of assets and liabilities showing that the debtor is insolvent.

7. Assigning, removing, secreting of disposing of any goods with intent to defraud, delay or defeat any creditors.

8. Making a sale in bulk of one's assets without complying with the Bulk Sales Act.

Results of Order Serious

The results of a Bankruptcy Order are immediately very serious. For three months after the order is made, the trustee who is appointed will receive all the bankrupt's mail, telegrams, etc., and the bankrupt is restricted in his business without a heavy penalty being imposed in the event of his doing anything contrary to the Act, which includes the inability to borrow more than $50.00 or obtain credit for five hundred or more without disclosing the fact that he is an undischarged bankrupt. I doubt if any one carefully reading through the Bankruptcy Act will not come to a very sane conclusion, and that is, that the punishment meted out to a man who has committed grave acts of indiscretion, and has thereby got himself into a position where he is unable to carry on any further, while appearing to be severe, is very just, and moreover that the Act affords as full a measurement of protection as possible to creditors. Another conclusion that I think we will all agree in is that bankruptcy is a thing to be avoided, wherever possible, for the stigma naturally attaching to it must be difficult to overcome.

Editor's Note—Questions on the Bankruptcy Act will be promptly answered to the best of our ability. While not guaranteeing that our opinion will be upheld at law, we have on our staff men qualified to give an opinion. Questions should be addressed to the Editor.

B-S-NESS

WITH "U" AND "I" LEFT OUT

Doesn't look just right, does it?

IT takes "U" and "I" to make a trade. That's why they put "US" in bUSiness.

For BUSINESS is trading—trading our merchandise and good service for your cash.

No business, not even ours, can succeed without "U." Realizing this, we always consider "U" first.

Our aim is to please "U" in every transaction with the HIGHEST QUALITY of HARDWARE and the BEST of GOOD SERVICE.

We need "U" and "U" need "US."

May Brothers Hardware

2869 DUNDAS STREET WEST

Phones : Junction 138-139

A leaflet of envelope size as enclosed with parcels or with literature being sent out to prospects by May Brothers, West Toronto, Ont. It is but one of many novel advertising ideas as worked out in an endeavor to bring the customers into closer touch with the store and to bring customers to a better realization of the importance of the hardware store in the community.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, JANUARY 8, 1921

THERE is no question that the automobile tire business has been injured by the advertising done by certain dealers who have no scruples about misleading customers. This deceptive practice is chiefly in regard to making extravagant claims for "seconds." Once a customer has been the object of such deception he is likely to have less regard for all phases of the tire business. Such practice should therefore be discouraged.

Tax on Stocks on Hand

ANOTHER case has come to the attention of Hardware and Metal this week where one of the foremost officials of a Canadian manufacturing firm was unacquainted with some of the details of the sales and luxury tax regulations. So many of these cases have come to light that it leaves no doubt but that the trouble lies with the tax measure and not with those who are supposed to execute the mandate.

In connection with the removal of the luxury taxes formerly collected and remitted by manufacturers on certain lines sold in the hardware trade, a point which may cause some difficulty is that which forms the basis of the automobile dealers' protest to the Governcent, i.e., that the tax had already been paid on stock and customers learning of the removal of the tax asked for a correspondingly lower price, resulting either in a decreased profit to the merchant or the loss of a sale and the accumulation of a stock which could not be sold profitably.

Fortunately this does not affect many hardware lines seriously and no heavy losses are anticipated on this account. The policy being followed by most retailers and wholesalers so placed is to continue to quote prices including the tax until present stocks are cleared out. On the other hand some manufacturers have issued new price lists quoting prices to the consumer minus the tax and retailers are forced to stand by such prices. The defence is given that such merchants took the tax as an added profit when it was originally applied on stocks on which they had paid no tax to the manufacturer, and that these merchants should not forget those profits now that decreased profits may have to be taken until present stocks are cleared out. It is pointed out by one manufacturer that stocks now held are much lighter than when the tax was applied and that therefore the merchant will now have to take less profit on a much smaller stock than that on hand when he applied the tax in the form of an extra profit.

This outlines the policy being followed by various wholesalers and retailers and therefore if any complications arise the hardware merchant will know how others are handling the situation.

The Automobile Industry

IT is doubtful if any other branch of Canadian industry represents such a phenomenal growth as does the automobile industry. From figures of registrations as outlined in this issue, it is evident that from the small beginning of 220 motor vehicles registered in Ontario in 1903, representing all the motor vehicles in Canada at that time, there has been a very rapid development which has brought registrations of motor vehicles up to 408,999 for the year 1920 for Canada. Every province shows a large increase in registrations. This growth may well be expected to continue duing the forthcoming years as motor vehicles have proved their value in business as well as for pleasure, and this opens up an unlimited field of potential business for dealers in automobile accessories.

From figures of registrations in each locality and figures showing the percentage of increase year by year, every hardware merchant selling accessories should be in a position to figure approximately what the requirements of his community for accessories should be. He will then be in a position to judge if he is receiving his share of such business.

It is confidently expected that registrations will total well over the half million mark in Canada in 1921 and a similar increase in subsequent years. Such being the case it is evident that the motor vehicle industry is and will be in the forefront. Automobile accessoty business will therefore be an increasingly important branch of trade and one which will bring good returns to the merchant who pursues this trade energetically.

Selling and Cutting Prices

THE Montreal Daily "Star," in a recent edition, makes use of the words: "It must be remembered, too, that lower prices will stimulate buying." It may be that this referred only to certain lines of merchandise that pass over the counter. It could not refer to selling in general, because the facts are against any such theory having a chance to prove correct.

Start back with the automobile business, the first to put up the price reduction sign. Ford started the business, and in a few weeks car makers, all over the country, irrespective of what their cost sheets told them, were quoting new selling prices. Some orders came in as a result, but it was dealer business, and the ultimate buyer has not come into the market yet as a result of the price reduction. The dealer is loaded up with cars, but the cutting of the price of automobiles did nothing at all toward promoting real, genuine sales to car users. If it had any influence at all, Ford's own big plant would not now be standing idle in Detroit with the workers clamoring for the use of that plant in order that they might make cars for their own use.

The steel market is another case. Prices have been reduced, and yet buying is less. Non-ferrous metals have been riddled as far as their high war marks are concerned and yet to-day they are a drug on the market. Low prices will not sell them.

The "Star's" claim that lower prices stimulate buying should be interpreted in very narrow confines. In some lines of foodstuffs and wearing apparel this may be true, but in the great field of iron, steel, machine tools and equipment in general, it has very little significance.

The "Buyers' Strike"

A Term Which Hardware Merchants Should Refrain From Using—Public Not Organized for any Such "Strike"—Best Way to Resume is to Resume—Keep Watch on Replacement Values.

THERE has been considerable publicity given through daily papers to what has been termed a "buyers' strike." This action on the part of the general public has cut very seriously into the wholesale and retail merchants' business and has put many of them in rather a precarious financial position.

Many merchants have protested loudly both in the press and by personal conversation with their customers against this action on the part of the public. They have pointed out that if the public persist in this buyers' strike, that it will throw many people out of work and thus act as a boomerang to the people who instituted the movement. This argument would be effective if the public were organized and would definitely agree to follow a policy suggested by the merchants. They are not organized, however, and each individual is acting more or less in his own selfish interests. Merchants should recognize this fact.

Nothing Succeeds Like Success

The best way to resume is to resume. Wholesale and retail merchants and manufacturers should forbid every member of their staff to mention such words as "Buyers' Strike." They should give the impression in interviews, in their advertising and in their general conversation that business is O.K. Remember nothing succeeds like success. They should keep their customers well informed with regard to the trend of prices. They may advise them to purchase some lines, and they may even advise them to hold off purchasing other lines. The one thing they should not do is to complain about the attitude of the general public. This merely advertises the buyers' strike movement and tends to extend it.

Keep Close to Bankers

Merchants should keep close to their bankers. They should make all the economies they can and put themselves in a solid financial position, but above all, they should adopt an energetic policy with regard to getting business. Let them put on special sales if necessary, but do not announce that these sales are being put on because the public refuse to buy. Sales can be put on because they need ready cash, or for some other good reason. The merchant must keep his eye on replacement values.

If manufacturers, wholesalers and retailers adopt this policy it will do more than anything else to stimulate business.

The policy as outlined herewith under the heading "Carry On" is one which was advocated in Hardware and Metal immediately after the armistice was signed. Merchants will do well to follow the same policy in view of conditions prevailing to-day.

Carry On

IF you were in a crowded theatre and one man after another arose and assured the audience that everything was all right and just to keep calm; if the actors stopped the play to make similar statements to the audience you would probably feel sure something was wrong and would get out as quickly as you could. Others would follow and very soon there would be a panic.

The same situation faces business men to-day.

The day after the armistice was signed many wholesalers and manufacturers and their travellers began to protest loudly that everything was all right, that prices would not decline, and urged retailers to stock up. We have been importuned from all sides to join the chorus and through our publications to establish confidence in the trade.

We also believe retailers should carry on and buy for their requirements, but it is the business of manufacturers and wholesalers not to be protesting that everything is all right, but to carry on in the ordinary business way. If they want retailers to buy goods, then in the name of common sense let them tell the retailers through the publications they read and have confidence in what they have to sell. If they never advertised before let them take space and in a quiet, business-like way tell the trade what they have to sell. If they do not do this the natural assumption on the part of the trade will be that they have nothing to offer, that they too are panic-stricken and have decided to economize and mark time till better conditions return.

Can you blame retailers for following the example of wholesalers and manufacturers?

We are interviewing hundreds of retailers every week in all parts of Canada and our advice is:

Don't stop the play. Carry on.

Take space in the publications your customers read and tell them what you have to sell in a simple, straightforward, business-like way.

The 1907 panic was caused entirely by lack of confidence.

It is worth millions to Canadian business men to establish confidence. You can do your part at small cost.

News of Western Canada

B. C. Retail Merchants Want Small Debts Law Changed

Also Want Legislation Which Will Permit a Merchant to Hold a Customer From Leaving City Even Where His Debt is Less Than $100

VANCOUVER (Special)—The Retail Merchants' Association of British Columbia expect to pay a visit to Victoria shortly to take up several matters requiring legislative changes. One is the subject of the collection machinery for small debts; it is hoped that larger bills can be collected through the small debts court than is at present allowed. The merchants feel that they are put to too much expense to collect their larger accounts when they have to be taken through the District Court.

They are also hopeful of getting a change made on the "copias" proceedings which will permit a merchant to hold a customer from leaving the city, even where his debt is less than $100. At present, it is stated, a delinquent can "flit" leaving a debt less than $100, without the creditor taking action. The R.M.A. hopes to have a change made that will permit a merchant to stop a debtor leaving town, owing accounts of $25 or over.

They will probably ask for a change in the Garnishee Act. At present, in certain circumstances, the exemptions protect the whole salary, and payment of accounts cannot be obtained.

The R.M.A. expect to organize two branches on Vancouver Island in the near future, one at Ladysmith and one at Courtney.

Future of B.C. Iron and Steel

Bounty on Pig Iron an Inducement to British Interests—Spend $50,000,000 in Next Few Years.

Vancouver, B. C.—Establishment of a large iron and steel industry in British Columbia backed by British capital was announced in a recent issue of Hardware and Metal. A recent issue of the British Columbia Gazette carried the notice of the formation of the Coast Range Steel, Limited, with an authorized capitalization of $15,000,000 and gives some further interesting details. The promoters claim that within the next few years $50,000,000 will be spent in establishment of a great steel industry on the lower mainland of British Columbia. They expect to start active construction of the plant within six months. Five Vancouver men have been named as provisional directors.

Three years ago the British Columbia Government offered a bounty of $3 a ton on pig iron produced in that province from native ore. After investigating the standing of the interests behind the Coast Range Company, the B. C. Government passed an Order-in-Council sanctioning an agreement between the Minister of Mines and the Company. The British engineers have been investigating the adequacy of raw material resources and they have evidently made a favorable recommendation to their principals.

The period of construction will be three years, during which $15,000,000 will be spent, so the industry cannot avail itself of the Provincial bounty until the end of that time. Meanwhile preliminary work is being pushed. The location of the plant has not been definitely decided, according to men interested in the project, but the lower mainland appears to be the likely district for the site.

Mr. Henry J. Landahl of Vancouver, one of the principal directors, declared that the $3 bounty on pig iron was a great inducement for the British interests. "If we have resources of iron, coal and limestone in British Columbia in quantities large enough to maintain an iron and steel industry, and of such quality as to insure our successful competition with the world, then it is assured that all the money necessary to create this industry is available," said Mr. Landahl.

"We are optimistic enough to expect that the time will come when British Columbia will take care of the iron and steel trade around the entire Pacific and furnish ores to the iron and steel works of Great Britain. The work we have undertaken appealed to the British financial group because of its strong Imperial nature."

WILL BE BIG MOVEMENT OF BETTER GRADES OF PAINT

The Miller-Morse Hardware Co., Limited, of Winnipeg, as the recently appointed exclusive western jobbers of "Floglaze," product of the Imperial Varnish and Color Co., and other western firms interested in the paint industry are optimistic regarding the outlook for 1921.

Both manufacturers and jobbers are preparing for a greater volume of paint sales. Based on the urgent need for paint and the reduction in price, they are unanimous in declaring that 1921 will see a big movement in the better grades of paint.

Miller-Morse Hardware Co. Convention

Winnipeg, Man. — Twenty - eight members of the sales staff of Miller Morse Hardware Company gathered here for the annual sales convention of the company and plans for the new year were discussed. Under the direction of L. C. Marr, sales manager, general business conditions were discussed and it was the unanimous opinion that the outlook gave cause for optimism and that there is no possibility of any serious disturbance in the retail hardware business in the western provinces. Business during the past year was stated to have been good and no less than an equal volume of hardware trade is expected during the forthcoming year.

Sales Convention of J. H. Ashdown Hardware Co.

Winnipeg, Man.—The annual sales convention of the J. H. Ashdown Hardware Co., Ltd., was held here this week, when many instructive addresses concerning lines handled by the salesmen were heard. A number of these talks were illustrated by pictures. The convention lasted all week and concluded on Saturday morning with addresses by Messrs. Hutchison, A. E. Dykes, McIntyre and Maitland. The complete program of the proceedings for each day was outlined in last week's issue of Hardware and Metal.

Some Novel Advertising Ideas

To serve as a constant reminder of the Cochrane Hardware Company, Sault Ste. Marie, Ont., this firm has issued a handy brass clip, the face of which is 2 inches wide by 2½ inches in depth. On the face of the clip is the lettering "Cochrane Hardware, Ltd. Soo's Greatest Hardware, Wholesale and Retail. Sault Ste. Marie, Canada. Branches, Sudbury, North Bay, Copper Cliff." Pencils bearing the name of the firm were also given out as a medium of publicity.

Just prior to the Christmas trade this store ran a rather unusual advertisement three columns wide and a full page long in the local newspaper. At the top of the ad was a picture of the local store and the ad took the form of a brief survey of how Sault Ste. Marie was preparing for the Christmas season and pointing out the value of suggestions for presents as made through the windows of this store. It outlined gift suggestions for the various members of the family and described their value in a conversational style which made it easy to read.

MISLEADING ADVERTISING

Continued from page 36

take a definite stand against misleading tire advertising and warning the public to carefully scrutinize the claims of cut-price dealers, the bulletin makes the following recommendations to manufacturers and distributors:

"To Manufacturers: Manufacturers who are jealous of their reputation and of that of their product can also lend material aid by refusing to accept such classifications as "blemished" and by insisting that "seconds" of their manufacture, no matter what the reason may be for classing them as such, be advertised only as "seconds," presumably defective and not guaranteed. A number of manufacturers are now following this policy. All should follow it."

"To Distributors: Dealers or jobbers who are desirous of conducting their business on honest lines can set an example which will be effective by stating frankly, and without extravagant phrases, what they have to sell, abandoning use of the deceptive "list price" comparison, claims of enormous savings, false descriptions of 'seconds' and misleading '$1 Sales' or 'Bargain Offerings.'"

"The earmarks of the deceptive tire advertiser are plain to those who can read them and there should be united effort to check his activities," the committee warns.

Ontario Retail Hardware Assn. Convention Feb. 14, 15, 16 and 17

SYNOPSIS OF PROGRAM FOR 16TH ANNUAL CONVENTION OF ONTARIO RETAIL HARDWARE ASSOCIATION IN HAMILTON, ONT., FEB. 14-17

Association Headquarters—Royal Connaught Hotel

Exhibition Headquarters—Armories Bldg., James St. North

Monday, February 14th

2.30 p.m. Meeting of Executive—Royal Connaught Hotel.
4.00 p.m. Registration and enrolment of members.
7.30 p.m. Open session—Reception and smoker. Moving picture "Industrial."

Tuesday, February 15th

9.00 a.m. Opening of business sessions.
9.30 a.m. Greetings from mayor, wholesalers and manufacturers.
10.00 a.m. Addresses of president, secretary, treasurer, auditor's report, receipt and disposal of officers' reports, appointment of resolutions and convention committees.
1.30 p.m. to 6 p.m. Inspection of exhibits in Armories building.
7.30 p.m. Executive committee report on permanent secretaryship. Address by President Wanless, "A conception of the duties and scope of an association secretary." "What the secretary owes to the members and what members owe to the secretary," by Secretary Macpherson.
8.00 p.m. Notice of motion from 1920 convention. Full discussion and disposal of reports of executive committee. Nomination of officers.
8.30 p.m. "A game of cards." Every card will be headed, "What I want to know about the hardware business." All questions will be answered first by the members and then by the chairman or secretary.
9.00 p.m. Moving picture. "A film story on rope and binder twine manufacture." Smoker.

Wednesday, February 16th

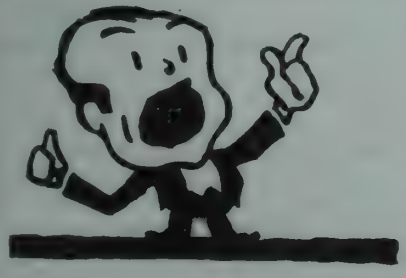
9.00 a.m. Report of convention committees.
9.30 a.m. Business prospects for 1921 by representative speakers.
11.00 a.m. Address by representatives of "Save the Surface" campaign committee.
11.30 a.m. Address on mutual fire insurance as carried by retail associations.
1.30 p.m. to 6 p.m. Visit exhibits in armories. Special attractions and music.
7.00 p.m. Banquet and entertainment.

Thursday, February 17th

9.00 a.m. Reports of committees.
9.15 a.m. Election of officers.
9.30 a.m. The chain store proposition.
10.00 a.m. Co-operative buying.
10.30 a.m. Questions and discussion of addresses presented.
11.00 a.m. Exhibition hour. Short addresses by exhibitors on selling goods.
12.00 a.m. Entertainment.
1.30 p.m. to 6 p.m. Visit exhibits in armories.
7.30 p.m. A talk on advertising.
8.00 p.m. Question box. Answers to card questions.

Establish Branch Factory at London, Ont.

The American firm of Steel Sash, Ltd., have established a Canadian branch at London, Ont. Machinery is being installed and manufacture will commence early next month.



Keep These Dates Open
February 14-15-16-17

There will be many interesting and instructive features at the 16th annual convention of the Ontario Retail Hardware Association to be held at the James St. Armories, Hamilton, Ont., on the above dates. **(See program above.)**

Events in the Trade

Business Changes

Barrie, Ont.—Merrill & Hubbard have dissolved, G. D. Hubbard continuing the business.

Personal

Toronto.—Frederick Moore, general manager of Benjamin Moore & Co., Ltd., is visiting the Maritime Provinces on a business trip of about ten days' duration.

Montreal—Starke, Siebold, Ltd., have appointed a new traveler for Quebec territory. H. Dore will commence his duties at once, with headquarters in Quebec city. For the previous six years he has been associcated with Caverhill, Learmont & Co., Montreal.

Montreal.—E. H. Johonnet, director of sales, Dominion Cartridge Co., Ltd., will leave this week on a six weeks' business trip to the west, calling on the trade in the western provinces. Mr. Johonnet will be away from his Montreal office for about six weeks.

Toronto.—T. McMillan, of Montreal, and others are arriving at the King Edward Hotel for the yearly get-together-for-better-business, of the Canadian Fairbanks-Morse Co., Toronto. J. J. Walsh, of Hamilton, is an unofficial advance guard of the salesmen who will confer this week as to pushing the J. & J. Taylor Co. safes in the markets of the world.

Obituary

St. Thomas, Ont.—Bailiff George W. Smiley, of the Division Court, at St. Thomas, died this week, after an illness extending over some months.

Prior to his appointment as bailiff ten years ago he was one of the best known hardware merchants in St. Thomas. The late John Y. Smiley, hardware merchant at Woodstock, who died a short time ago, was a brother.

T. B. Dundas Honored

Chatham.— T. B. Dundas, who for many years has been manager of the Dominion Glass Company's plant at Wallaceburg, and one of the leading men in public and religious affairs of the county, was tendered a complimentary banquet by the citizens. He was presented with a magnificent grandfather's clock, and an illuminated address. He is leaving for Toronto to take charge of the sales department of the Dominion Glass Co., for the province.

Western Ont. News

The Fennell Hardware Co., of Kitchener is reorganizing as a limited corporation and contemplates entering a wider field in the wholesale trade. The present premises will be vacated.

* * *

At the elections held in London, Col. W. M. Gartshore, of the McClary Mfg., Co., was again returned as trustee for Victoria Hospital. At a meeting of the Rotary Club, at which the successful candidates were guests of honor, Col. Gartshore made an address.



N. P. PETERSON

who as outlined in last week's issue of Hardware and Metal, will shortly return from England where he has been directing the establishment of a manufacturing plant for the Gillette Safety Razor Co., of Canada Ltd., and will be actively in charge of the company's business in Canada in the place of A. A. Bittues, who has been appointed director of foreign sales of the parent company for the Orient and the Far Eeast.

* * *

At the annual meeting of the directors and shareholders of the Canadian Handle Manufacturing Co., held at Strathroy, James W. Cameron was elected as president.

* * *

Hardware merchants of the district took a very active part in the elections this week and among those elected to office were George A. Stanley, councillor, at Lucan, Ont., J. G. Crosby, councillor, Highgate; B. O. Parker, public school trustee at Strathroy and John Douglas, reeve at Wroxeter.

* * *

Wm. Pow, of Pow & Willcox, Tillsonburg, who was shot in the eye some weeks ago while out hunting, is back at business again, but is still suffering considerably.

* * *

James A. Liddell, for thirty years employed with various hardware firms at Strathroy, Ont., died at his home there. He was first with the firm of C. C. Wright, then with the Avery Hardware Co., and recently had been with W. H. Cuddy. He was 56 years old. W. H. Cuddy was one of the pall bearers at the funeral.

Changes in Staff of The McClary Manufacturing Co.

London, Ont.—W. W. Nobbs, for some years manager of the local sales and traffic department of the McClary Mfg. Co., has been transferred to the position of manager of the company's factory at Brantford. A. M. Smith has been placed in charge as manager of the London branch and traffic department, and John J. Foot, who has reorganized and developed the business carried on by the William Buck Stove Company, Brantford, since its purchase a few months ago by this company has been transferred to the head office as general sales manager.

Annual Gathering of St. John Hardware Men

ST. JOHN, N.B.—The annual "get together" night of the employees of T. McAvity & Sons, Ltd., and W. H. Thorne & Co., Ltd., hardware merchants, was held in the St. John Y. M. C. A., the employees of both houses turning out in full force. Directors of the two firms were present.

That there is a keen rivalry between the athletes of McAvity's and Thorne's was evidenced by the enthusiasm with which the contestants entered the many events. The affair opened with a basket ball game, in which Thorne men were victors, the score being Thorne's 18, McAvity's 14. In the bowling games McAvity's won both the ladies and the men's games. In the tug of war, Thorne's won out. The swimming race was won by McAvity's After the sports, a social was held and refreshments were served.

Sudden Death of Sir Frank Baillie

THE DEATH of Sir Frank W. Baillie, K.B.E., which occurred in Toronto this week, removes a prominent figure in Canadian business circles, he having been president of the Burlington Steel Company and Canadian Cartridge Co. of Hamilton, president of



SIR FRANK W. BAILLIE, K.B.E.

President of the Burlington Steel Company, Canadian Cartridge Co., Hamilton, Ont., and an official of a number of other Canadian industries, who died this week in Toronto.

the Canadian Aeroplanes, Ltd., and connected with other Canadian industries.

Death followed an illness of but a few weeks' duration. Following an operation which brought immediate relief, he was progressing satisfactorily on the way to recovery and it was hoped he would soon be fully recovered. Alarming symptoms subsequently developed and with a stoppage in the veins, death was hastened.

The late Sir Frank Baillie was prominent in munition business and other interests connected with the war and in 1916 he was appointed Director of Aviation for Canada. He was regarded in business circles as one of the outstanding Canadians. His career was an exceedingly varied one and through it he showed great acumen and gave greater promise for the future.

WHITE'S, LTD., CONVENTION

Collingwood, Ont.—The sales convention of the travelling staff of White's, Ltd., was held this week, factory representatives addressing the staff.

Changes Made In The Selling Force of John Morrow Company

THE management of John Morrow Screw & Nut Co., Limited, Ingersoll, Canada, has taken advantage of the holiday season to reorganize the company's selling force.

The company has established at 489 St. Paul street west, Montreal, an office and warehouse. This branch will be in charge of F. J. McCarty. Mr. McCarty is an experienced tool maker, and has had, in addition, a large business experience, having been intimately and favorably known to the trade of the Montreal territory for several years past. The services of Mr. McCarty and his staff will be exclusively devoted to the interests of the customers of John Morrow Screw & Nut Company, Limited, and the Ingersoll File Company, Limited, for which the Morrow Company are the sole distributors.

In Central Ontario a change has also been made. J. C. Adams, Toronto, now represents the Morrow Company in this territory. He, too, has the advantage of having had actual shop training. After leaving the bench he was for several years connected with the Vokes Hardware Co., Toronto, and since being demobilized from the Royal Air Force has been in the service of one of Canada's largest manufacturing concerns. He will devote his time exclusively to the work of the John Morrow Screw & Nut Company, Limited, and Ingersoll File Company, Limited.

H. P. Stoneman, assistant general manager, is at present in western Canada completing arrangements whereby the Morrow Company will be adequately represented on the Prairies and the Pacific Coast.

In an interview with a representative of this publication the other day, J. F. MacKay, who assumed the duties of vice-president and general manager of the company on November 1st last, stated that the Morrow Company has been running at capacity practically throughout the entire year, sales showing substantial increases over the corresponding months of the previous year.

Mr. MacKay further stated that from orders already on the company's books, and from inquiries being received daily, he was of the opinion it would be a mat-



J. C. ADAMS

Formerly connected with Vokes Hardware Co., Toronto, who will now represent John Morrow Screw and Nut Co., Ingersoll, Ont.

ter of but a few weeks when the full equipment and force of the company would again be required to keep up with the demand.

In an interesting letter addressed by the company to each employee at the close of the year, the announcement is made that by means of a bonus system inaugurated one year ago the wages of every employee—excepting the executive officers—has been increased by 22½ per cent. during the year, and that the total amount so distributed was over $77,000. The same system will be continued for some time to come.

Maritime Nail Works Closed

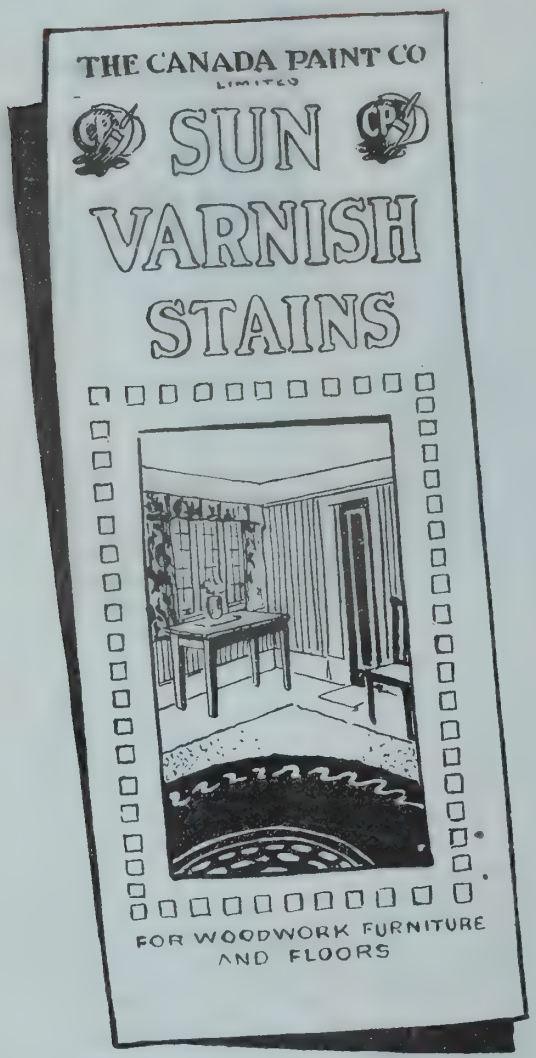
St. John, N.B.—The Maritime Nail Works is closed for an indefinite period. S. E. Elkin, M.P., who is managing director, claims the wages insisted upon by the union make it prohibitive to carry on the business in competition with other factories which have the open shop and are not dictated to by their employees. Mr. Elkin states that the works will be reopened when the men employed stand ready to accept a wage schedule consistent with conditions in the steel market to-day.

Montreal Retailers Optimistic for 1921

Montreal.—Local retailers report business very satisfactory for season of year. Many of them are busy with their stocktaking and rearrangement of stocks after the Christmas and New Year trade. They also state that a number of travelers from outside points as well as from local firms are already busy after the 1921 trade, and everywhere a note of optimism is sounded as to the future outlook of business in general.

Some difficulty is being experienced in procuring some lines of sporting goods such as skis, hockey sticks, and wooden articles generally; however, they hope this is not for long as sporting goods are very seasonable at present.

SUN VAR



QUALITY—the dominant characteristic of all Canada Paint products — is appreciably evident in every can of C. P. Sun Varnish Stain.

And, as with the other C. P. lines, this quality is attained only as a result of scrupulous care in the selection of the necessary materials and by the exercise of the most rigid care in manufacturing.

So that when you sell a customer a can of Sun Varnish Stain you can do so fully confident that you are giving him the very best Varnish Stain that care and skill can produce — one that will measure up to expectations in durability and beauty of finish.

THE CANADA

Makers of the famous "Elephant

MONTREAL TORONTO HALIFAX

NISH STAINS

Sun Varnish Stains are made in nine exquisite colors, as follows—every one durable and waterproof:

Dark Oak, Light Oak, Mahogany, Walnut, Cherry, Green Amboine, Rosewood, Natural and Ground

With a can of Sun Varnish Stain and a good brush, anybody can make old, shabby furniture, floors or woodwork look like new. It stains and varnishes at one operation and correctly imitates the beauty of the natural wood.

The demand for Sun Varnish Stain, fostered by intensive consumer advertising, is worthy the consideration of every good dealer. If you are not already featuring this and the other C. P. sellers, or if your Paint Department is not as productive as it should be, write our Montreal Office for information re the C.P. Agency proposition.



PAINT CO., LIMITED

Brand" Genuine White Lead

WINNIPEG CALGARY VANCOUVER

Number of New Firms Got a Start in Brantford in 1920

REVIEWING the progress made in Brantford during the year 1920, W. H. Wood, managing secretary of the Chamber of Commerce states:—

During the year 1920 among the large concerns which commenced production were the following:—

Robbins and Myers, of Springfield, Ohio., manufacturers of fractional horse-power motors, fans and other small electrical appliances.

S. C. Johnson & Sons of Racine, Wis., manufacturers of floorwax, stains, wood finishes and freeze-proof, carbon remover, cleaner, polish, etc., for automobiles.

The McClary Stove Company, of London, Ont., purchased the Wm. Buck Stove Company, and have greatly increased production in their Brantford plant.

The Williams Tool Corporation of Canada, Limited, manufacturers of pipe threading machinery, amalgamated with the J. H. Hall & Sons plant. The Williams people are from Erie, Pa., and are caring for their Canadian trade as well as that formerly held by the Hall Co., from their Brantford plant.

The Brantford Emery Wheel Co., Ltd., is now the Canadian plant of the Waltham Grinding Wheel Co., of Waltham, Mass.

The Brantford Computing Scale Co., Ltd., are now a million dollar concern, and are completing their excellent new factory, which will soon be occupied and make it possible for them to meet the demands of their business as well as to care for their new lines.

The A. C. Spark Plug plant is completed, which, with over sixteen acres of land, has been purchased outright by the General Motors Corporation.

The Brantford Brass Foundry Company has commenced production.

The Brantford Machine & Tool Co. has been taken over by a new textile company.

Ham Brothers, manufacturers of refrigerators, bee keeper's supplies, screen doors, kitchen cabinets, have made another large addition to their plant.

The Blue Bird Co., manufacturers of electric washing machines, and household electrical appliances, are also securing production.

The Ontario Portland Cement Co., headquarters at Brantford, are now constructing their plant at Beachville, Ontario.

Several other industries from the United States are looking quite favorably upon the telephone city as being the centre which meets the requirements considered when seeking a location. There are now a score of United States concerns who have their Canadian plants in Brantford.

Stove Industry Begins Operations

Sarnia.—W. E. Berchford, of the Perfection Stove Company, has announced that his industry would commence active operations this week and that three of the principal departments would be affected by this order. According to the officials of the company the future looks bright and anything but panicky, and it is expected that in the near future the company will be running at its old capacity.

Extend Electric Service in London

London, Ont.—General Manager E. V. Buchanan announces that during the past year 800 new services were added by the Hydro Department, and this despirte the fact that, owing to the power shortage, everything possible was done to discourage the taking on of new customers. Of the 800 additions, 400 services were placed in new homes. Mr. Buchanan says that in the next five years London's power consumption will increase from 12,000 to at least 22,000 or 25,000 horsepower.

Reorganizing Warren Co.

Reorganization of the Warren Axe & Tool Co. has been announced, and T. J. Dillon of Welland has been made vice-president. Welland and New York interests have united in the reorganization of the Pennsylvania firm.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

UNIVERSAL WASHER

Landers, Frary & Clark, New Britain, Conn., makers of the Universal line of household needs, have issued a bulletin describing their Universal electric washing machine.

The illustrations and diagrams show the design and special features of this washer and the advantages claimed by the manufacturers are plainly and clearly set forth.

Hardware merchants and others interested are invited to write for a copy.

WHITE'S LIMITED, COLLINGWOOD, ONT.

A splendidly illustrated catalog of automobile accessories, electrical and sporting goods for 1921, has been issued by White's Ltd., Collingwood. Illustrations and descriptions of each line are such that the catalog is valuable as a ready reference through the medium of a two-page index. There is a total of seventy-two pages of illustrations and descriptive matter dealing with a very wide range of lines as outlined. Some details in regard to terms, ordering, liability in transit, returned goods and details of parcel post rates from Collingwood to all parts of Canada are given.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2623. **Automobile and cycle accessories.**—Manufacturers who would like representation in Great Britain and Ireland by largest dealers. Please forward catalogues and prices.

2625. **Hardware.**—A firm of commission agents in Trinidad with a large travelling staff wish to represent a large hardware firm in Canada.

2646. **Rope.**—A commission firm in Trinidad with branch in Demerara and covering all the islands, with good references, wish to represent a Canadian firm manufacturing or selling rope of all kinds.

2647. **Representation in British West Indies.**—An ex-officer of the Canadian Expeditionary Force, whose home is in one of the West Indian islands, would like to get in touch with some large Canadian manufacturer with a view to acting as representative in the West Indian islands and British Guiana. He has personal connections with some of the largest business men in the British West Indies.

Hardware LetterBox

Information on trade topics will be gladly supplied to subscribers through this department.

L. C. SMITH SHOT GUN

Cochrane Hardware Ltd., Copper Cliff, Ont.—Kindly let us know the address of the firm manufacturing the L. C. Smith shot gun, and any Canadian agent, if any.

Answer.—The L. C. Smith shot gun is made by the Hunter Arms Co., Fulton, N.Y., U.S.A. Agents for Canada are the Sporting Goods Agencies, 33 St. Nicholas St., Montreal, Que.; Western distributors are the J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.

SUPREME HEATER

G. W. Nelson, Harriston, Ont.—Will you kindly advise us who are the manufacturers of the Supreme Heater.

Answer.—The Supreme Heating Co., Welland, Ont., were the manufacturers of this stove. They are now out of business and repairs can be procured from Grundy Bros., Strathroy, Ont., and McIntyre & Taylor, Ltd., 501 Queen St. W., Toronto.

CORRUGATING FILES

C. B. Brown & Co., Aylmer, Ont.—Kindly give us the information as to where we can procure corrugating files for sharpening barbers shears.

Answer.—Henry Disston & Sons, Ltd., Toronto, manufacture a Swiss pattern file which would answer your purpose, but would have to bring them on from their American factory as they are not carried in stock in their Toronto branch.

CHURCH BELLS

Martindale & Co., Alliston, Ont.—Can you give us the names and addresses of manufacturers or jobbers of church bells.

Answer.—C. O. Clarke & Bro., Montreal; Wilson & Cousins, 85 McCaul St., Toronto; The Garth Co., Ltd., Montreal; The Jas. Morrison Brass Mfg. Co., Ltd., Adelaide St., Toronto; Wm. Keating, 266 Macdonnell Ave., Toronto.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of January 12, 1901:

"The undertaking begun early last year to consolidate the stove manufacturers in Ontario has failed. The concerns which were to form the proposed consolidation were: The Buck Stove Co., Ltd., Brantford; The McClary Mfg. Co., Ltd., London; Stewart & Co., Woodstock; The Smart Mfg. Co., Brockville; The Gurney-Tilden Co., Copp Bros., Burrow, Stewart & Milne and Bowes, Jamieson & Co., Hamilton. On the plant, etc., of all these firms an option was secured by the promoters, the basis of purchase being a cash one. The amount of money wanted to carry out the idea was between $7,000,000 and $8,000,000."

* * *

"The Seybold & Sons Co., wholesale hardware dealers, Montreal, are seeking incorporation."

* * *

"S. H. Warnock, who has for some time successfully represented Lewis Bros. & Co., Montreal, in Manitoba and the Northwest Territories, has severed his connection with this firm and engaged to travel for Lamplough & McNaughton, Montreal."

* * *

"Geo. F. Stephens, senior partner of the well-known jobbing firm, Messrs. G. F. Stephens & Co., Winnipeg, was in Montreal during the week visiting the different paint factories."

* * *

"J. T. Peacock, of the James Morrison Brass Mfg. Co., Toronto, was presented with a portmanteau by his fellow employees. Mr. Peacock is leaving to take an agency for the Canada Life Assurance Co. at Port Hope, Ont."

* * *

"The Peerless Wire Co., Hamilton, has recently received large orders for book and broom wire and is considering the advisability of running the mill at night as well as the day owing to pressure of business."

* * *

"The Imperial Oil Co. propose to establish an oil depot to be situated at Fredericton, N.B."

* * *

"R. L. F. Strathy, formerly of Welland, Ont., has organized a company in Owen Sound to manufacture a patent wire fence."

* * *

"The agreement which has for some time existed among the manufacturers in regard to the price of stovepipe elbows has collapsed. The cause was the belief that some parties to the agreement were not keeping it."

Turnover Tax in France

DEALING with the subject of a turnover tax, as suggested by Hardware and Metal on many occasions as a substitute for the luxury or sales tax, the following report from the English "Ironmonger" of how the French government is handling the matter is interesting. "France, who abandoned her tax on war profits at the end of June, has since that date been experimenting with a new mode of taxation assessed upon business turnover. The general rate of the tax is 1.1 per cent.; but on certain 'luxury' goods it is 10 per cent. Goods sold for export are exempted from taxation, but on imported goods the tax is added to the customs duty. Traders are required to make monthly returns of their turnover for the purposes of assessment to the impost. The turnover tax is additional to the 8 per cent. tax on commercial and industrial profits and to the tax at a rate varying from .1 per cent. to .5 per cent. already charged upon business turnover in excess of 1,000,000 frs. a year, which are part of the French income tax system. The operation of the turnover tax in France is, no doubt, being carefully watched by the British Government, but, as Mr. Chamberlain, the Chancellor of the Exchequer, informed inquirers in the House of Commons, the tax has not been sufficiently long in force to justify any close inquiry into its practical administration and its full economic and financial effects. In commenting upon the matter, Mr. Chamberlain carefully avoided any references which might indicate whether the imposition of a tax of the nature in question in this country is under contemplation. However, the substitution of a tax on turnover for the universally unpopular excess profits duty is being advocated in certain quarters, and no doubt whoever is responsible for the next year's budget will carefully weigh the results of the French experiment."

Charges That Auto Accessory "Trust" Exists

BEFORE the Tariff Commission, sitting at Ottawa, R. L. Phillips, of Phillips & Pringle, automobile and accessory dealers, of Fredericton, N.B., charged that business in automobile accessories was being unduly restricted in Canada by the organization of jobbers once known as the Canadian Branch of the National Association of Automobile Accessory Jobbers, but now known as the Automotive Equipment Association.

He asked that consideration should be given to the question of taking action under the Criminal Code or under the Combines Act, to dissolve this "trust." He requested the products of houses manufacturing automobile accessories, which had little or no competition in Canada, and the sale of which goods was practically confined to members of the Automotive equipment Association, should be placed on the free list. He requested, further, that legislation be passed next session to provide that a Judge of the Supreme Court in any province, or other suitable person, might be empowered to investigate charges that the distribution of Canadian manufactured goods was being unduly restricted.

Judge Gary Outlines Best Course to Pursue

JUDGE ELBERT H. GARY, chairman of the United States Steel Corporation, states that there is no occasion for pessimism in the present situation and that sufficient capital is waiting the opportunity to invest in new enterprises when prices are stabilized.

Judge Gary says:

"It is only repeating what many are at present saying when I assert that there are many things in the general atmosphere that are disquieting and yet I am as hopeful and confident of the future as I have been at any time. Conditions are no worse than they were many months ago as predicted would probably be the case. With others I have for a long time hinted at the possibilities. The wonder is that times have not been much worse. Conditions are abnormal. The minds of men throughout the world are distorted. This, of course, is the result of the terrible war through which we have just passed."

The judge pointed out that many of the criminal tendencies at the present arise from the desire to get something for nothing, which all are the result of the military conflicts which have been raging. The judge also said: "That in view of what the world has been passing through during the past few years, one should be thankful that there has not been, since the war closed, more crime, disorder and dishonesty than we have witnessed."

Dealing with readjustment of prices Judge Gary stated: "Those who are still taking advantage of the situation and insisting on prices that are unfair are doing everything they can to prevent return to good business conditions and those who have been fair and reasonable in their prices are doing all they can to help in the readjustment and reconstruction which all thinking men have been waiting for since the war closed. One who gives a little but not much thought to the general situation is surprised that during the last few months there has not been any serious failures, no real disasters, nothing approximating a panic or general demoralization."

New Hardware Goods

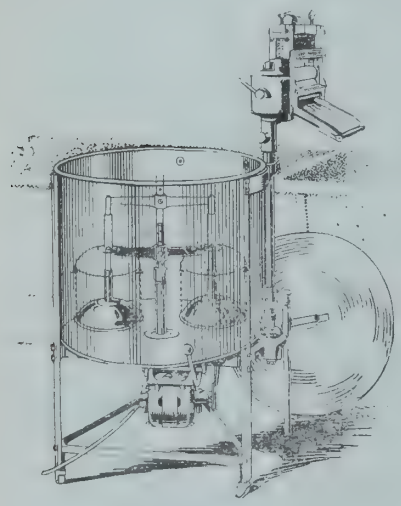
OFFERED TO CANADIAN HARDWAREMEN

EASY VACUUM ELECTRIC WASHER

The model "H" Easy Vacuum Electric Washing Machine is being offered to the trade by its makers, The Easy Washing Machine Company, Limited, Toronto, Canada. The "Easy" operates on the "suction" or "vacuum" principle. When in operation the two vacuum cups work up and down inside the tub, but change position when above the water, and take a new position on each downward stroke. This process is said to be far more effective than rubbing, jerking or dragging the clothes over cleated or corrugated surfaces. The worthwhile advantages of this principle of washing will appeal to every woman as the daintiest laces and lingerie cannot be injured, it is claimed.

The tub is made of solid copper and is 24 inches in diameter; it is sanitary and easy to keep clean. The bottom is fitted with quick opening discharge valve. Machine is made entirely of metal—construction is claimed to be simple, sturdy and durable.

Wringer swings in any desired position, is reversible and has instant safety release device. Main pulley wheel runs in oil-less bearings, while drive and reverse gears are packed in grease.



Easy Vacuum Washer

The machine is said to be practically indestructible and to last a lifetime.

ELECTRIC PERCOLATOR SET

A new electric percolator set has been put on the market by Manning-Bowman & Co., Meriden, Conn. The set consists of four pieces: a 9-cup percolator No. 13093, sugar bowl and cream, 8-oz. No. 3091 and tray 19½x14 No. 12019. The shipping weight of the whole is 13 lbs. and the pieces can be ordered separately. The design is chaste but simple as can be seen by the accompanying illustration, and set can be furnished in nickel plate, silver plate or polished copper.

The percolator is fitted with ebonized handles which remain cool and afford convenience in handling. Detachable plug and six feet of cord are provided and electric element is guaranteed and will be replaced free of charge if it proves defective within a year.



Electric Percolator Set

The Manning-Bowman Company line of toasters, grills, chafing dishes, etc., are handled in Canada by the Northern Electric Co., Ltd., Toronto, Ont.

THE "KLEEN KUT" CAN OPENER

The "Kleen Kut" can opener is a Canadian invention made in Canada by the Franco-British Supply Company, Winnipeg. It is patented in several countries. This can opener works on a ratchet principle, the ratchet engaging the edge of tin and drawing the knife around. It cuts the top off the tin and binds down the cut edge, leaving it smooth. The manufacturers point out that this allows the solid contents to be turned out intact and obviates possibility of user injuring fingers. It works on any shaped tin.

The "Kleen Kut" is made of case-hardened steel and is nickel-plated.

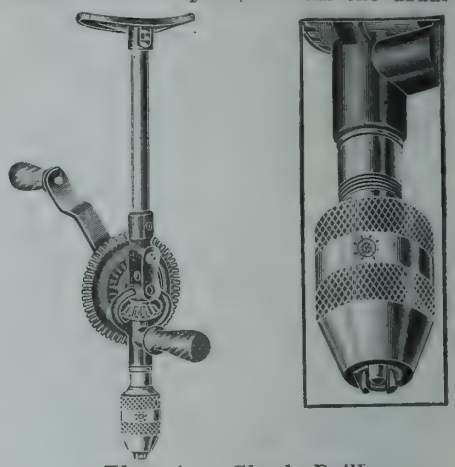


"Kleen Kut" Can Opener

THREE JAW CHUCK DRILLS

The Consolidated Tool Works, Inc., 261 Broadway, New York City, U.S.A., have been for some time making breast drills with the Barber type or two jaw chuck, and have recently started producing these drills with the three jaw chuck.

In this three jaw chuck they claim a rather radical departure from the usual type, as chuck is made without springs or mechanical devices which tend, as a rule, to get out of order, they state, and give trouble. The chuck is made entirely from steel, and is said by the makers to be extremely simple, positive in action and strong and durable.

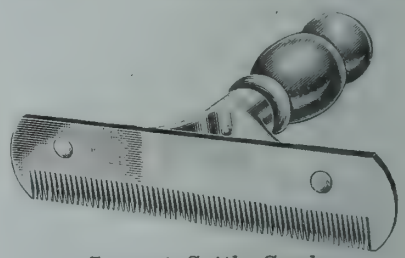


Three-jaw Chuck Drills

STEWART CATTLE COMB

With the Stewart Cattle Comb, made by the Chicago Flexible Shaft Co., 5600 Roosevelt Road, Chicago, Ill., the herdsmen will have an accessory which, it is stated, will help in keeping his stock in good appearance.

The comb is substantially made, and is fitted with an ebonized handle, designed to permit an easy and sure grip. The metal part is nickel-plated, highly polished.



Stewart Cattle Comb

Depressions in the animal's back may be smoothed out, so that the coat has an outline effect that is symmetrical, showing off to advantage the colorings. Hardware dealers desiring prices and other details on this comb should communicate with the manufacturer.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE recent trend toward lower price levels on metals is now being reflected to some extent in lower quotations on wire, bolts, screws, nails, etc. The beginning of this year finds metals at the lowest ebb in some years, and prices on or near the lowest levels reached since 1916. Production is at its lowest point in years and the condition, as a whole, is exactly the reverse of that prevailing a year ago.

Price changes on hardware lines are more numerous than for some time.

Lower quotations are made this week on wire, fence staples, tacks, tapped and blank nuts, turpentine, wrought iron washers, iron rivets, lead pipe, cast soil pipe and fittings, range boilers, valves, vacuum bottles, waste materials, bolts. Garden hose is again reduced, for the second time since summer. Canadian ammunition has also been reduced an amount equivalent to the luxury tax imposed on manufacturers and now eliminated. Removal of the manufacturers' luxury tax on chandeliers, electric and gas wall fixtures, phonographs and other musical instruments, boats, canoes, etc., will result in a proportional decrease, though there is a tendency on the part of some merchants to hold prices up until present stocks are cleared out so they will not sustain any loss for tax already paid to manufacturers on such lines. Wholesalers report a fair amount of business, though travelling staffs are not all out again as yet.

Montreal Markets

MONTREAL, Jan. 6—Some important price changes are noted this week. New quotations are made on wire; and coiled spring, plain, bright and galvanized wire are reduced in price. New lower quotations are also made on galvanized barbed wire. Fence staples are reduced in price, and wrought iron washers, iron rivets, carpet tacks and cap screws all show lower quotations.

Bar iron and steel are holding, but sheets show a slight shading. Waste materials are still on the down grade.

Business is quiet, but prospects for an early resumption of trade seem bright.

Thermos Bottles Revised Downward

Montreal.

THERMOS BOTTLES.—New quotations are being given this week on thermos bottles. Prices have been revised downward and are as follows:

No. 6, $4.75 each; No. 6Q, $6.50; No. 11, $2.50; No. 11Q, $4.25; No. 14½, $2.50; No. 14, $3; No. 14Q, $4.75; No. 15½, $3.75; No. 15, $4.25; No. 15Q, $6; No. 61C, $1.50; No. 61QC, $2.75; No. 54, $8.50; No. 556, $11; No. 168½, $6.75; No. 400, $4.50; No. 396, $4.50.

Caps are quoted: No. 83, $1.75; No. 79, $2.75; No. 80, $3.75.

The above are list prices and the discount is 25% and 10%.

Wire Nails Selling At New Prices

Montreal.

CORRECTION

In our market reports of last week we show the price on wire nails to be $9.50. This is an error as there was a reduction in price of 50 cents per keg and the new base price is $5.85.

Bull Rings Show a Slight Reduction

Montreal.

BULL RINGS.—Bull rings have been revised and the quotations are now slightly lower as follows: No. 21, $4; No. 22, $4.35; No. 31, $4.35; No. 51, $3.50 per dozen boxes.

Reduction in Prices of Fence Staples

Montreal.

FENCE STAPLES.—New prices this week show a reduction on wire fence staples of 40 cents per 100 pounds, and they are now quoted at $6.25 for bright and $7.25 galvanized.

15 P.C. Reduction on Cap Screws

Montreal.

CAP SCREWS.—Hexagon and square head cap screws have been revised in price and have declined 15 per cent.

Wrot. Iron Washers Now Quoted 30 P.C. Off List

Montreal.

WROUGHT IRON WASHERS.—A new price has been reached this week on wrought iron washers and they are now quoted at 30 per cent. off list.

Bright Wire Reduced 50 Cents Per Cwt.

Montreal.

BRIGHT WIRE IN COILS.—The new price shows a reduction of 50 cents per 100 pounds, and is now being quoted at $5.50 per 100 pounds, base.

New Lower Prices For Annealed Wire

Montreal.

ANNEALED HAY WIRE.—This has been revised to the following prices: No. 13, $6.25; No. 14, $6.35; No. 15, $6.60 per 100 pounds.

New Quotations on Galv. Barbed Wire

Montreal.

GALVANIZED BARBED WIRE.—Prices quoted are for 80 rod reels: 2x5 $5.20 reel, 4x6 $5.55 reel, 4x4 $6 reel.

Lower Prices on Coil Spring Wire

Montreal.

GALVANIZED PLAIN WIRE.—The quotations on galvanized plain wire are No. 9 $6.20, No. 12 $6.40; No. 13 $6.50 per 100 pounds.

Galvanized coil spring wire is now

quoted as follows: No. 9 $6.30, No. 12 $6.45 per 100 pounds.

Galvanized plain twist wire is quoted at the new price of $7.50 per 100 pounds.

Sheets and Plates Remain Quiet

Montreal.

SHETS AND PLATES. — There has been a further reduction on the price of sheets and plates. Business has been very quiet with little business other than sorting orders being placed. The reduction represents 50 cents per 100 pounds and prices are as follows:

	Queen Head	Fleur-de-Lis
English Standard—		
28 gauge	13 00	12 00
26 gauge	12 75	11 75
24 gauge	12 15	11 35
22 gauge	11 80	10 90
18 and 20 gauge	11 10	10 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Prices Unchanged

Montreal.

IRON AND STEEL.—There has been no change in prices on iron and steel. Deliveries are reported as being better, but business is quiet as travellers are off the road just now and little business is offering.

IRON AND STEEL

Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Pipe Moving More Freely From Mills

Montreal.

PIPE.—There have been no changes in prices on pipe. While it is still difficult to secure, the mills appear to be catching up with their orders somewhere and jobbers are starting to acummulate stocks. Black pipe is quite free but galvanized is harder to secure. Quotations will be found on current market pages.

New Prices on Scrap Metals

Montreal.

SCRAP METALS.—There have been further declines in prices on some lines of old scrap, with little business offering at this time. It is expected that there will be a much freer movement in these lines during the first quarter of 1921.

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05¼
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	18 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	24 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00

Metal Lath Now Moving Freely

Montreal.

METAL LATH.—Expanded metal lath is moving very freely. Any new buildings that were late in being closed in are taking quantities of this material. Prices are as follows: 26 gauge, 42 cents per square yard; 24 gauge, 48 cents per square yard; 23 gauge, 57 cents per square yard.

New Discount Placed on Rivets

Montreal.

RIVETS.—There has been a revision in price on rivets and they are now slightly lower. The new discount is 37½ per cent. off list.

Tacks Are Now Quoted Lower

Montreal.

TACKS.—There has been a slight revision in the price of tacks and the new quotation is 65 and 15 per cent. off the list.

New Prices Expected on Bolts and Nuts

Montreal.

BOLTS AND NUTS. — It is expected that new prices will be issued on bolts and nuts in the near future. Allied lines are being quoted at new lower prices and it is anticipated that bolts and nuts will follow.

Ingot Metals a Little Firmer

Montreal.

INGOT METALS—Have been showing an encouraging tendency to be a little firmer this week, and improvements are to be expected. Little trading is reported and markets still continue dull.

TIN.—This metal has been holding steady during the past week. At present the trading is very quiet but a gradual improvement is anticipated. Local price is 43 cents pound.

COPPER.—The trend of copper is downward on the New York market but is showing a little more resistance and has reached its lowest level yet. The local price on electro is 19 cents and casting 18¾ cents per pound.

LEAD.—Lead has shown some improvement both in London and New York but local dealers are by no means satisfied that prices are permanent and think it will ease off later. Local price is 7½ cents per pound.

SPELTER.—Spelter has firmed up in London, on which market price here is based. No improvement is shown in the U. S. market. The local price is 8 cents per pound.

ANTIMONY.—There is very little movement and the market is quite dull. Prices should improve, and it is quoted locally at 8½ cents per pound.

ALUMINUM.—There is no change in this metal. The market is very quiet. The local price is 35 cents per pound.

Toronto Markets

TORONTO, Jan. 6—Reductions in the price of wire and bolts of various kinds are the oustanding features of this week's markets.

Price changes are more numerous than they have been for some time, and another decline has taken place in garden hose, making the second reduction in this commodity since last summer. Range boilers have been revised and are lower with the exception of one size.

The removal of the luxury tax has caused a change in the discount on Canadian ammunition, and the amount of the tax which was collected from the manufacturer has been deducted. The new prices on American ammunition have not yet been announced.

The reduction in the price of wire affects bright, annealed, oiled and annealed, tinned and coppered wire, and bale ties and cut hay wire has also been reduced. Fence staples, both bright and galvanized, are lower, and new lower quotations are made on tacks, tapped and blank nuts, wrought iron washers and iron rivets.

Penberthy Valves Reduced in Price

Toronto.

PENBERTHY VALVES.—New and lower prices went into effect on January 1st on Penberthy valves, and constitute a reduction of approximately 15 per cent. The new discounts are the following:

Penberthy Valves—	
Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

Elephant Brand Felt and Sheathings Reduced

Toronto.

FELT AND SHEATHINGS. — Reduc-

tions have been made in the price of "Elephant" brand tarred and dry building papers and tarred felts, and the following are the new quotations. These are F.O.B., Toronto, Hamilton and Montreal:

	Per roll
Elephant Brand dry fibre, No. 2	$1 10
Elephant Brand, tarred fibre, No. 2	1 45
Elephant brand, white sheathing	1 15
	Per cwt.
Elephant brand, tarred felt, 7, 10 & 16 oz.	$5 35

Wrought Pipe Holding Without Change

Toronto.

WROUGHT PIPE.—There is a fair demand for the smaller size of pipe still, and stocks are below normal. Prices are unchanged, and it is regarded as unlikely that any reduction will take place while demand continues to exceed the supply. Many of the independent pipe mills are operating at practically full capacity, and this condition is in sharp contrast with that obtaining among independents in other finished steel products. This too with their prices above the Corporation prices. While there is not much fresh demand reported by the mills, some of them have had the largest production in their history during the past few months. Present quotations will be found on current market pages.

Quieter Movement of Bar Iron and Steel

Toronto.

BAR IRON AND STEEL.—A quiet week is reported in iron and steel. Small quantities are moving, but it is evident that retailers are just sorting up and keeping their stocks as low as possible. Prices are as quoted last week, and no change is looked for. The recent further drop in ocean freight rates is said to have made it possible to ship iron into this country at a profit. It is also reported to have been offered on the American market, but the belief is expressed there that the movement will be short lived as domestic producers will be likely to meet any serious competition. Present quotations are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter.	$ 5 50
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter.	5 50
Common bar iron, ¼ in. and heavier	4 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	7 50

Gasoline and Coal Oil Hold Firm

Toronto.

GASOLINE AND COAL OIL. — No change is made in prices of coal oil or gasoline and quotations remain 28 and 31 cents per gallon for coal oil according to grade, and 42 cents for motor grade gasoline. The demand for coal oil is said to be seasonably fair and gasoline sales are above the average owing probably to the open weather permitting a more general use of cars and trucks than is usual at this period of the year.

Wire Nails Hold At Recent Decline

Toronto.

NAILS.—Wire nails are holding at decline noted last week, and base price is quoted at $5.75. Cut nails are quoted $6.60, F.O.B., Montreal. The extras for galvanizing are, under 1 inch, $4.50 per 100 pounds; over 1 inch, $4.00 per 100 pounds.

Thermos Bottle Prices Being Revised

Toronto.

THERMOS BOTTLES.—New price lists are being prepared for Thermos bottles and kits and it is understood that new quotations show some reductions.

Dom. Cartridges Lower; Now 30|20 P.C. Off List

Toronto.

SPORTING CARTRIDGES. — On account of the removal of the luxury tax, which was being paid by the manufacturer, and of course added to the cost of the goods, the discount on the Dominion Cartridge Co.'s ammunition has been changed from 37 1-2 per cent. to 30 and 20 per cent., making a reduction of ten per cent., the amount of the tax. The tax which has been paid on ammunition in the hands of wholesalers and retailers will, it is understood, not be recoverable.

Range Boilers Revised; Some Lower Prices

Toronto.

RANGE BOILERS.—New prices are issued on range boilers and constitute a reduction on the standard boiler of from 5 to 17 per cent., the declines being largest on the smaller sizes. The extra heavy boilers have also been reduced with the exception of the 82 gallon size which has been advanced from $48 to $50. Sales are reported to be smaller now, but a steady movement is still noticed. Following are the new quotations:

Range Boilers—	Standard	Ex.Heavy
30-gallon	$13 00	$15 00
35-gallon	15 00	17 00
40-gallon	17 00	19 00
52-gallon	24 00	28 00
66-gallon	32 00	38 00
82-gallon	40 00	50 00
100-gallon	50 00	60 00
120-gallon	60 00	70 00

Reductions Made on Soil Pipe and Fittings

Toronto.

SOIL PIPE.—A reduction has been made in the price of cast iron soil pipe and fittings. The decline ranges from 20 to 25 per cent. according to size. Medium and extra heavy pipe, 2-inch, and 3-inch, is now quoted at 10 per cent. off list, instead of plus 10 per cent; 5-inch and 6-inch is being quoted at 15 per cent. off list, and 4-inch at 20 per cent. off list, while 8-inch pipe is now 5 per cent. off list instead of plus 20. The declines are said to be due to cheaper materials and lower pig iron markets. The new discounts are given below:

SOIL PIPE—(Medium and extra heavy—2 in., 3 in., list, less 10%; 4 in., list, less 20%; 5 in., 6 in., list, less 15%; 8 in, 5%.

Rope and Cordage Quiet; Prices Maintained

Toronto.

ROPE.—Quotations are held unchanged on rope and cordage. There is very little doing just now and wholesalers do not look for much activity for a few weeks. Prices are as per current market pages.

Fence Staples Are Down 40 Cents

Toronto.

FENCE STAPLES.—A reduction has been made in the price of fence staples and these are now 40 cents per 100 lbs. cheaper. The bright are now quoted at $6.25 per 100 pounds and the galvanized at $7.25; 25 pound and 50 pound boxes are charged $1.00 per cwt. extra.

Change in Tack Prices; New Discounts

Toronto.

TACKS.—The discount on the revised hardware tack list adopted January 30, 1920, has been changed and the new discount is 65 and 15 per cent. in place of 60 and 15 per cent., making a reduction of 12 1-2 per cent.

Stove Bolt Discount Now 57½ p.c. off List

Toronto.

STOVE BOLTS.—A new lower price has been made on stove bolts and the new discount is 57 1-2 per cent., instead of 47 1-2.

Tire Bolts Are Reduced in Price

Toronto.

TIRE BOLTS.—A reduction has been made in tire bolts of approximately 8 per cent., and new discount is quoted at 40 per cent. off list.

Iron Rivets and Burrs Are Now Lower

Toronto.

IRON RIVETS AND BURRS. — The discount has been changed on iron rivets and burrs, and is now 37 1-2 per cent. off list. The extras for small quantities are unchanged. The old discount was 35 per cent.

Garden Hose Reduced; About Ten Per Cent.

Toronto.

GARDEN HOSE—New and lower quotations are in effect on garden hose, making the second reduction since the close of last season. The present decline is about 10 per cent. The following are some of the new quotations:

GARDEN HOSE

Duck Hose—
Maltese Cross brand ..... plus 4%
Lion brand ..... less 23%

Sheeting Hose

	½-in.	⅝-in.	¾-in.
No. 33, 3 ply, per foot	11½	14	15½
No. 44, 4 ply, per foot	13	16	17
No. 55, 5 ply, per foot	15	17	19
No. 66, 6 ply, per foot	16	19	21
Kinkproof, 4 ply	17½	21	23½

Cord Hose —

	½-in.	⅝-in.	¾-in.
Multiped (corrugated)	19	21½	25

Extra 5% discount allowed off full rolls of approximately 500 ft. Multiped.

Wrought Washers Lower; Now 30 P.C. Off List

Toronto.

WROUGHT WASHERS. — New lower prices are made on wrought washers, and the new discount is 30 per cent. off list instead of 25 per cent. Lists and net extras for small quantities and package allowances, with the points that freight allowance is equalized on are unchanged and will be found on current market pages.

Reduction on Wire 50 Cents Per Cwt.

Toronto.

WIRE,—There has been a reduction of 50 cents per 100 pounds made on wire, including bright, annealed, oiled and annealed, tinned and coppered. The new base is $5.50 per 100 pounds, and the net extras remain the same, F.O.B. the usual points.

Bale Ties and Cut Hay Wire Reduced

Toronto.

BALE TIES AND CUT HAY WIRE. —New lower prices are made on single loop bale ties, and also on cut hay wire and new quotations are as below. The extras are as before, and freight is equalized on Hamilton, London, Toronto, Montreal and St. John.

Single Loop Bale Ties—

12g	$6 90	14g	$7 30
13g	7 10	15g	7 55
13½g	7 20	16g	8 00

Cut Hay Wire—

9g	$6 70	13½3	$7 10
10g	6 75	14g	7 30
11g	6 85	15g	7 55
12g	6 90	16g	8 00
13g	7 10		

Carriage and Machine Bolts Reduced

Toronto.

CARRIAGE BOLTS. — The discounts, in effect since June 10, 1920, have been changed, and new discounts are the following: Carriage bolts ($1.00 list), 3-8-inch diameter and smaller, 6-inch and shorter, 15 per cent. off list; Ditto, 3-8-inch diameter, longer lengths and 7-16-inch diameter and larger, net list. Machine bolts, 3-8-inch diameter, and smaller, 4-inch and shorter, 30 per cent. off list; Ditto, 3-8-inch diameter, longer lengths, and 7-16-inch diameter and larger 5% off list.

Coach Screws and Other Bolts Reduced

Toronto.

COACH SCREWS AND BOLTS—New and lower prices are announced on coach or lag screws and on various bolts and are as follows:

COACH SCREWS—20 per cent. off list.
SLEIGH SHOE BOLTS—all sizes, net list.
SQUARE HEAD BLANK BOLTS—5 per cent. off list.
BOLT ENDS—5 per cent.
PLOW BOLTS—1, 2, 3, heads, 15 per cent.
ELEVATOR BOLTS—large heads, net list.
ELEVATOR BOLTS, corrugated heads, 30%.
FANCY HEAD BOLTS—net list.
SHAFT BOLTS—($3 list)—net list.
STEP BOLTS—large head ($3 list), net list.
WHIFFLETREE BOLTS—net list.

Tapped and Blank Nuts Reduced in Price

Toronto.

NUTS.—A reduction of 25 cents has been made in tapped and blank nuts and the following are the new quotations:

NUTS—2 inch, and smaller—

Square, blank, add to list	$2 00
Square, tapped	2 50
Hexagon, blank	2 25
Hexagon, tapped	2 75

Can Openers Are Lower in Price

Toronto.

CAN OPENERS. — A reduction of about 15 per cent. has been made in the Keen Cut and Perfection type of can opener.

Lower Prices Again On Lead Pipe

Toronto.

LEAD PRODUCTS. — Lead pipe is down one cent per pound, otherwise last week's prices still hold. Considering the time of year there is said to be a very fair demand for these lines. Lead is reported to be a little firmer in outside primary markets, and producers as a whole are not disposed to quote far ahead. Quotations on principal lines are the following:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 25½
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Prices Hold on Malleable Fittings

Toronto.

PIPE FITTINGS.—Prices are holding on pipe fittings and no changes have been made. There is a quieter time for fittings now and the demand is smaller. Cast soil pipe fittings have been reduced in price as dealt with elsewhere. Quotations are the following:

Cast iron fittings	Net
Plugs	15%
Bushings	17½%
Unions ¼" to 2"	30%
Do., ⅛ in., 2½ to 4 in.	25%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 80
Class B	0 30	0 40
Class C	0 20	0 30

Compression Goods Held; Present Quotations

Toronto.

COMPRESSION GOODS.—No changes are noted this week in the quotations on valves and bibbs. Purchases by retailers are light at present, not only on account of stock-taking, but there is an idea that further changes in prices are likely. Quotations are as under:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	7/10%
Standard gate	list plus 5%
Jenkins Globe	Net
Radiator valves, standard	23%

Sheets and Plates Finding Their Value

Toronto.

SHEETS AND PLATES. — Sales of sheets and plates are small at present and stocks appear to be ample for present requirements. Prices in general are holding unchanged, but there are reports of stock being offered below these prices. Supplies are improved considerably and better transportation facilities from the mills are reported. Quotations are as below:

PLATES

10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....

BLACK SHEETS

14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 45
22-24 gauge	8 50	9 50
26 gauge	8 55	9 55
28 gauge	8 65	9 65

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	9 90	11 30	10 00	11 35
U.S. 28	9 50	10 90	9 60	11 05
U.S. 28	9 20	10 60	9 30	10 75
22 and 24	9 05	10 45	9 15	10 60
18 and 20	8 90	10 30	9 00	10 45
16	8 90	10 30	9 00	10 45
12 and 14	8 75	10 15	8 85	10 30

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

No Changes Made on Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — Business is rather inactive in this line at present, and movement is small. No price change is reported, but the tendency is downwards. Quotations are the following:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	11 25
No. 26 gauge	12 00
No. 24 gauge	18 75
No. 22 gauge	22 25
No. 20 gauge	26 50
No. 18 gauge	32 75

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Waste Materials Are Dull and Lower

Toronto.

SCRAP MATERIALS.—The market continues very dull, with little doing in waste materials. Prices are lower, but are still largely nominal and further declines in new metals make values very uncertain Red and yellow grades are unsettled in price. Following are quotations in use:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	24 00	25 00
Yellow brass	7 00	8 00
Red Brass	....	10 00
No. 1 machinery cast	29 00	30 00
Heavy melting steel	16 00	17 00
Heavy copper	10 50	11 50
Heavy copper	0 11½	0 12½
Scrap zinc	3 75	4 25
Light brass	0 04½	0 05
R.Rd. wrought iron, No. 1, gr. ton	17 00	18 00
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 25
Old rubbers, boots and shoes	2 00	3 00
Overseas lumbermen's rubber boots	1 50	2 00
Bicycle tires	0 01	0 01½
Tea lead	2 00	2 25
Automobile tires	0 75	1 00

Ingot Metals Show No Definite Tendency

Toronto.

INGOT METALS.—While the inquiry for metals has developed in volume during the past week, prices show no definite tendency and few new transactions result, though a more active tone is reported.

TIN.—A little firmer tone is shown in tin and quotations locally advanced to 46 cents.

COPPER.—A new low level is reported in U.S. markets for this metal, which is the lowest since November 1914, but doubts are cast on these reports as misleading and they do not represent the present value of copper. Quotations here are unchanged at 19 cents for casting.

LEAD.—This metal is said to have been more active and showing a little more firmness in outside markets. Quotations here are unchanged at $7.00. The American output for 1920 shows a big increase over the previous year.

SPELTER.—There is a better tone to the spelter market, but prices are held at $7.75.

ANTIMONY.—The market was dull throughout the week with prices unchanged and quotations remain 8 to 9 cents.

ALUMINUM. — There is little movement in aluminum. Lower quotations were made in outside markets, but prices here are unchanged at 37 to 39 cents.

London Markets

LONDON, Ont., Jan. 6—Important changes have been made in several lines this week, and are in the nature of reductions.

Fence staples, oiled and annealed wire, wire nails, and wrought iron washers have all been reduced in price. New lower quotations are in effect on carpet sweepers and mounted grindstones.

Business has been seasonably good here during the past week, and merchants are very optimistic regarding trade conditions for the coming year.

Fence Staples Reduced; 40 Cents Lower

London, Ont.

FENCE STAPLES. — A reduction has been made in the price of fence staples and new quotations are 40 cents per 100 lbs. lower.

New prices are the following:

Galvanized, 100 lb. kegs, $7.25 per 100 lb.; 25 lb. boxes, $8.25. Bright, 100 lb. kegs, $6.25 per 100 lbs.; 25 lb. boxes, $7.25.

O and A Wire Reduced; Down 50 Cents

London, Ont.

OILED AND ANNEALED WIRE.—A new lower price is made on wire this week. The reduction is 50 cents per 100 lbs., and new quotations are the following:

No. 10, $6.15 per 100 lbs.; No. 11, $6.25; No. 12, $6.30.

Wire Nails at $5.75 Base; Cut Nails Unchanged

London, Ont.

NAILS. — Wire nails are now selling at the new lower base price of $5.75, as quoted last week. There is no change in cut nails, which are still at $7.50 base. The demand for nails is smaller at present.

Linseed Oil Is Holding Unchanged

London, Ont.

LINSEED OIL. — No change is noted on linseed oil, and sales are quiet this week. Quotations remain as under:

	Raw, Gal.	Boiled, Gal.
1 to 2 bbls.	$1 17	$1 20
3 to 5 bbls.	1 16	1 19
6 to 9 bbls.	1 14	1 17

Less barrels, add 15c per gal.

Turpentine Quotations Are Unchanged

London, Ont.

TURPENTINE. — No alteration has been made in the price of turpentine here this week. The demand is light and following are quotations:

	Imp. Gal.
1 barrel lots	1 55
2 to 4 barrel lots	1 54
5 gal. lots	1 70

Wrought Iron Washers Have Lower Quotations

London, Ont.

WROUGHT IRON WASHERS. — A new lower price is quoted on wrought iron washers, and present discount is 30 per cent. off list in place of 25 per cent. The usual net extras for small lots remain.

Wyandotte Cleaner Quoted A Little Lower

London, Ont.

WYANDOTTE CLEANER. — A new lower price is quoted on Wyandotte cleaner. It is now seling at $19.66 per barrel, containing 50 five-pound sacks, f. o. b., London.

Carpet Sweepers Reduced in Price

London, Ont.

CARPET SWEEPERS. — New quotations are made on Bissell's carpet sweepers. The japanned sweepers are reduced $2.00 per dozen, and the sweepers with nickel plated trimmings have been reduced $3.00 per dozen. New net prices are the following:

Carpet Sweepers.—American Queen, n.p., $60 doz.; Champion, japd., $45; Grand Rapids, n.p., $55; Grand Rapids, japd., $50; Grand, n.p., $71; Grand, japd., $68; Parlor Queen, n.p., $62; Princess, n.p., $57; Standard, japd., $46; Universal, n.p., $53; Universal, japd., $48.

Vacuum Sweepers—Superba, $120 doz.; Grand Rapids, $106 doz.; Household, $94.

New Net Prices on Barn Door Hangers

London, Ont.

DOOR HANGERS AND TRACK. — A reduction was noted in last week's report on the Richard Wilcox door hangers and track, and the following are the new net prices, figured at 20 and 10 per cent. off list.

No. 543, $20.16, doz., pr.; No. 541, $18.72; No. 545, $14.40; No. 843, $14.04; No. 021, $12.96; No. 21, $21.60; No. 321, $21.60; No. 821, $24.50; No. 31 square barn door track, 23 cents foot. Brackets for barn door track, $2.16 dozen.

Net prices.

Ten P.C. Reduction on Mounted Grindstones

London, Ont.

GRINDSTONES. — A reduction of 10 per cent. has been made on the following lines of mounted grindstones and the new prices are: No. 300, $7.92 each; No. 400, $9.00. The kitchen grindstone, No. 320, is now $26.00 per dozen.

Skates Moving Slowly; Prices Unchanged

London, Ont.

SKATES. — The comparatively mild weather is responsible for a falling off in the demand for skates and they are moving but slowly this last week. Prices are unchanged and 30 per cent. is quoted off the Starr list.

Fair Movement of Ash Sifters

London, Ont.

ASH SIFTERS. — There has been a fair sale of ash sifters, and prices are unchanged as follows: Common wood side, $3.00 per dozen; Banner, $3.65 each: Rocker, No. 1, $6.25 each.

Window Glass Unchanged; Sales Seasonable

London, Ont.

WINDOW GLASS. — The sales of window glass have been fair and seasonable, and quotations are unchanged at 30 per cent. off list for single and double diamond, and 40 and 10 per cent. off light list for cut lights.

Smaller Demand Now For Putty

London, Ont.

PUTTY. — The demand for putty is smaller now and sales are just fair. Prices are holding unchanged and are the following:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 55
Do., 25-lb. drums	10 80

No Change in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL. — There is a very light sale at present for white lead in oil and prices are holding unchanged as follows:

	Tons	Less tons
Pure, per 100 lbs.	18 20	18 55
Elephant, per 100 lbs.	18 70	19 05

Hand Sleighs Having Light Sales

London, Ont.

HAND SLEIGHS. — Sales of hand sleighs are very light at present on account of the scarcity of snow; 35 per cent. off list is still the market quotation.

Cross Cut Saws Have Fair Demand

London, Ont.

CROSS CUT SAWS. — There is a very fair demand for lumbermen's saws, and the following are prices charged. Buck saws are also moving fairly well.

CROSS CUT SAWS—Champion, 75 cents foot; Philadelphia Lance, 75c; Maple Leaf Racer, Maple Leaf Lance, Maple Leaf Premier, Maple Leaf Pangburn, Simonds', Arrow Head, 5 ft., $5.80; 5½ ft., $6.60; 6 ft., $7.55 each.

BUSK SAWS—Common, $15.00 dozen; Heavy Lance Tooth, $18.00 dozen.

Awning Cords Again Reduced in Price

Winnipeg.

AWNING CORD.—A few weeks ago prices on awning cords declined. This week there have been further revisions in prices which are now quoted lower, as follows:

White—4, $4.28 doz.; 5, $16.20.
Drab—4, $4.95 doz.; 5, $19.35.

Another Decline in Cotton Twine

Winnipeg.

COTTON TWINE.—The prices for cotton twine have again been revised and are lower. The price has been gradually coming down on this line during the past few weeks. New prices are as follows:

In Balls.—3-ply, 50c per lb.; 4-ply, 55c. per lb.
In Cones.—3-ply, 48c per lb.; 4-ply, 52c per lb.

Winnipeg Markets

WINNIPEG, Jan. 6—With the exception of declines in the prices of cotton goods such as sash cord, awning cord and twine there have been very few changes in prices. A number of general lines, such as planes, hammers, spokeshaves, try squares, levels, screw drivers, etc., which have just arrived, are priced a trifle higher. Business being very slack at the present time and very little stock coming in, the markets are very quiet, but some important changes are looked for in the near future. It is expected, on account of the luxury tax being lifted that trade will be stimulated a little. There is a very optimistic feeling throughout the trade that business for this year will be fully up to expectations.

Some Lines Wringers Reduced in Price

Winnipeg.

WRINGERS.—This week has brought about a few reductions in the prices of wringers. The demand for this line has not been as great as it should be which is probably the reason for the slight reduction. The new prices are as follows: Regent, $73.60 per dozen; New Easy, $81.60 per dozen; Universal, $52.80 per dozen.

Prices Hold on Pipe; Little Improvement

Winnipeg.

PIPE.—Galvanized pipe is very scarce, and very little improvement has been noticed during the past month. The prospects for more improvement in the near future are none too good. Black pipe is more plentiful but there is not much demand for it. Prices still hold.

Paints and Varnishes Reported Steady

Winnipeg.

PREPARED PAINTS. — There is no change in paint and varnish quotations this week. Busines is reported fairly good, but an improvement is expected within the next few weeks.

Linseed Oil Remains Unchanged

Winnipeg.

LINSEED OIL.—The flax market continues to be firm and prices on linseed oil are unchanged. Raw linseed oil is quoted at $1.27 per gallon, with boiled at $1.30 per gallon.

Turpentine Steady, Price Unchanged

Winnipeg.

TURPENTINE.—There has been no change in the movement of turpentine since our last report and prices are fully maintained. Turpentine is quoted at $2.50 per imperial gallon in one barrel lots.

Sash Cord Still on the Decline

Winnipeg.

SASH CORD.—There has been another decline in sash cord and a very substantial one. Although a lower price was expected it was not thought it would be such a big reduction. New prices are as follows:

In Hanks.—No. 6, 73½c per lb.; No. 7, 72½c; No. 8, 71½c; No. 9, 71½c.
In Coils.—No. 8, 71½c per lb.; No. 10, 71½c; No. 12, 71½c.

Pittsburgh Markets

PITTSBURGH, Jan. 6—There has not been a general reopening of the mills that closed down during the latter part of December, and the majority are waiting for an accumulation of orders sufficiently large to warrant them resuming operations.

With the reduction in the price of pipe to the Corporation level by some of the independents, the last item of regular steel mill products is now in line with Industrial Board prices.

Further reductions in steel prices are expected, but may not take place for some time as little general buying is expected for two or three months, and there is small incentive for mills to lower prices at present unless there is a prospect of good-sized business.

Fewer wage reductions are being reported, and the majority of the independent mills are holding off making changes in this respect for various reasons, but alterations are regarded as probable later.

PITTSBURGH, January 6.—Mills that closed in the latter part of December are not resuming this week to any great extent. Resumption hinges upon the accumulation of orders, whether strictly new business, specifications against old contracts or releases from suspensions, and the accumulation has been very slow. A change in conditions is requisite to enable the independents to operate at any considerable rate, and while such change has been predicted in most quarters as likely to occur after January 1, the change can hardly be expected in the first few days of the new year.

As to the United States Steel Corporation, it continues to operate up to the physical limit, and with a few additional blast furnaces blown in during the past two months, on account of supplies of coal and coke being improved, the corporation's operations are somewhat heavier than for many months, at about 92 per cent. of capacity, measured in steel making units in operation.

With the corporation operating at 92 per cent., there is an ingot production at the rate of fully 21,000,000 tons a year, and at an estimate of 20 per cent. for the independents, counting, of course, those that are closed entirely, there is 6,000,000 tons more, making 27,000,000 tons altogether, there is production at about 65 per cent. of the 42,000,000 ton average rate obtaining during the first nine months of 1920, when the demand for steel was regarded as remarkably heavy. Considering the stagnation prevailing almost everywhere, one would suppose that consumption of steel had decreased by more than one-third. If so, the prospect for the immediate future is not heavier production, but lighter production. It would be necessary to account for the present production, and it seems quite possible that some of the steel being shipped by the Steel Corporation is going to replenish stocks.

Prospects for Consumption

Obviously it is a question of when the ultimate consumer will take hold. It is not a question directly of when the fabricating shops, car shops, machinery manufacturers, bolt, rivet and nut makers, spike manufacturers, agricultural implement makers, producers of cold finished steel bars, and the various other "manufacturing consumers" will decide to buy steel from the mills, but a question when the customers of these steel consumers will themselves be disposed to buy. The manufacturing consumers will buy only as they see a market for their various finished products.

The readjustment the country is now undergoing is of course chiefly a readjustment in prices for materials and services. Consequently it is not enough for mill prices of rolled steel products to be readjusted. There must be readjustment in prices all along the line down to the ultimate consumer. Assuming for the sake of argument that mill prices have been readjusted adequately, it is a fact that prices of manufactured goods have not in all cases been readjusted in keeping. The manufacturing consumer cannot stand between the steel mill and the public and put in his own pocket the reduction the steel mill makes. To illustrate, at the top of the last price movement before the war, culminating late in 1912, steel bars reached 1.40c, while standard railroad spikes reached 1.85c. Merchant bars, as now equalized between the Steel Corporation and independents, are 2.35c, which is 67 per cent. advance. Assuming for argument that this extra price is justifiable, there is the condition that when, recently, spikes declined to 3.65c, they were regarded as readjusted, but they are 97 per cent. above the 1.85c price. If the spike makers cannot "afford" to sell at less than 3.65c, then there is something wrong with their costs and the country will wait until they have readjusted those costs.

Pipe Gets in Line

The year 1920 in the finished steel market ended nicely by the independent market on steel pipe coming down on the last day, for under date of December 31, 1920, the Republic Iron & Steel Company issued a new card showing the same discounts as in the Industrial Board schedule of March 21, 1919, the card to which the United States Steel Corporation has uniformly adhered all this time. The other independents will necessarily have to do likewise and it is an unimportant detail what dates their revised cards may carry. The reduction is from a basing discount, on ¾ to 3-inch, of 54 per cent. to a basing discount of 57½ per cent., making $7 a net ton change.

Pipe was the remaining item in the regular steel mill products to be adjusted. The independent price on tin plate came down to the Steel Corporation price of $7 per base box, 100-pound, about the middle of November. On November 26 bars, shapes and plates came down to the Steel Corporation or Industrial Board prices of 2.35c, 2.45c, and 2.65c, respectively. November 29 wire and nails came down to 3.25c for wire and $3.25 for nails, and a few days later sheets came down to 3.55c for blue annealed, 4.35c for black and 5.70c for galvanized.

Thus the whole round trip of independent steel prices was made just within the limits of the calendar year 1920. It is true that late in 1919 the independents in certain lines were quite generally securing prices above the Steel Corporation or Industrial Board prices, but those prices could be regarded simply as containing delivery premiums, the mills not being willing to sell and the buyers not being willing to buy for any distance ahead. It was after Chairman Gary of the Steel Corporation made his statement, December 30, 1919, that the corporation would not advance its prices, that the independents saw that they would really have to "go it alone" and then they regarded their advance prices as regular prices, not as premium or temporary prices.

(Continued on Page 68)

Important Price Changes Made This Week

Wire and Nails Now Lower—Bolts, Nuts, Rivets, Tacks and Washers Show Reduced Quotations—Garden Hose Is Down Again

SEVERAL important price changes have taken place in the past few days and they indicate the trend of the market in metal products. New discounts announced on carriage and machine and practically all lines of bolts show lower prices, and reductions are made on wrought iron washers, blank and tapped nuts, cap screws, iron rivets and cut and carpet tacks.

The new prices on wire reflect the reductions made recently on wire products at the mills, as do the declines announced in wire nails. Wire and nails have been scarce for some time and fence wire and fencing was particularly hard to get all last season. Supplies have been improving and it is expected that there will be better business in these lines this year.

Soil Pipe and Range Boilers Lower

A reduction of considerable amount is shown by new quotations on soil pipe and soil pipe fittings. The decline follows lower pig iron prices, but it is not long since that manufacturers of these goods stated that costs were still to high to allow of any reductions.

Galvanized range boilers have also been reduced in price, and a further reduction in the price of lead pipe is due to present low prices in primary markets. Lead is lower than it has been since 1915, and last year's output in United States was larger than the previous year's.

Garden Hose Reduced Again

Garden hose has been reduced in price again and this is the second decline since the end of last season. The fall in cotton prices has had an effect on hose prices and at the present raw rubber is lower than it has been for eight years. Reduced prices should be noticed this year on tires and other rubber goods.

Cost of Tax Off Ammunition

New quotations are made this week on Dominion make of ammunition due to the removal of the luxury tax, which it will be remembered was collected by the Government from the manufacturer. The new prices are back at the point where they were before the tax was placed on, and it is stated that present costs do not permit of further reductions on these goods.

Paint Movement to Stabilize Conditions

Consistent and Dependable Increases in Paint Selling Predicted —95 Per Cent. of Merchants Waiting for Other 5 Per Cent. to Start Things Going Are Holding Up the Procession—Clean up Old Accounts and Stretch Out for New Business

THE forecasts of Canadian paint manufacturers regarding the outlook for paint and varnish business during 1921, as outlined in last week's issue of Hardware and Metal, are borne out by the opinions of others in the trade both in Canada and in the United States. Some points outlined by U. S. manufacturers will be of interest to Canadian merchants because of the similarity of the problems of both countries. The consensus of these opinions seems to be that the anticipated steady increase in paint sales should help greatly in stabilizing trade conditions. Consistent and dependable increases in paint business are predicted for the early months of this year by many leading manufacturers who have studied the subject.

As one manufacturer aptly puts it: "When by accident one hits his finger instead of the 'nail on the head' the result not only is painful but disturbing to the entire body, but soon the wound begins to heal and the body to function and a normal condition begins to develop. When the manufacturer suddenly loses a demand for his wares the farmer encounters an unexpected decline in the market value of what he has produced, and the mechanic has his wages greatly reduced; each, in a measure, is temporarily paralyzed just as results from a physical accident. In like manner recovery begins, and is attained according to the seriousness of the condition encountered. The process of deflation we are now encountering is disturbing, and somewhat painful, but certainly it was not unexpected, and foresighted business men, level headed farmers and thrifty laborers have prepared to some extent for that which was inevitable, and therefore are not seriously hurt. We have at hand all the remedies to insure an early recovery and a continuation of business on a different level: an unusual yield of farm products, wonderful manufacturing facilities and plenty of skilled and efficient labor. The need for a large building program is evident. The desire of our people for the things we have produced should be sufficient assurance of an early return to active and satisfactory business conditions for all."

Building Supplies Suffer Least

Another manufacturer states that while business in luxury and semi-luxury lines is suffering and will continue to suffer, it would seem that building supplies and particularly paints and varnishes will suffer least of all and the spring months should bring a return of a satisfactory volume of business.

Pointing out that even now their paint business will compare favorably with that of the rest of the year, another manufacturer looks for a large amount of new building as the result of lowered building costs and a corresponding increase in demand for paint.

Need for More Building is Important Factor.

The necessity for more building and the present tendency toward lower prices on building materials is pointed to by a number as one of the most important developments which which should be reflected in increased demand for paint. While present business is quiet an expansion is looked for once a more normal price level is reached generally, according to another authority.

"Until deflation has run its course conditions cannot be expected to improve, but with a general betterment we anticipate a share in future improvement," is another opinion.

Eliminate Wastefulness

Urging that wastefulness be eliminated, another manufacturer states: "I am entirely optimistic regarding 1921. But the important thing to remember is that this is a time for the practice of real economy. The war forced us into extravagant and wasteful habits. Customers were clamorous for goods; to meet the demand we had to pay whatever was demanded for raw materials and for labor. Now conditions are changed. There is business to be had for all those who go after it, but it must be done on sound basis. There must not be wastefulness."

Clean Up Old Accounts

Pointing out the necessity for cleaning up old accounts and putting forth special effort for new business, another manufacturer makes the following statement:

"I think that underlying conditions are much more healthy than they have been for many months. An improvement in business activity must come after the turn of the year but not because the calendar has changed. To my mind the length of time depends on the amount of energy that is put into cleaning up old accounts and stretching out for new business. There is an old saying that only 5 per cent. of men who go into business for themselves make a success of it. Many people claim that is too high a rating and that only 2 per cent. or 3 per cent. succeed by their own efforts. The rest succeed because of conditions which carry them along and to my mind the 95 per cent. who are now waiting for the other 5 per cent. to start

Continued on page 64



Glidden Finished—Well Finished

Appearance gives pride and satisfaction, but *service* merits lasting approval and is judged by more exacting standards. Glidden Finishes combine *both* qualities. They *look well* and *wear well.*

It's because these qualities in Glidden products are so well known to buyers of paint that the Glidden line is so profitable for dealers. Glidden reputation keeps Glidden products moving. Their rapid turn-over means dollars to the dealer. And no matter what the surface, there's a Glidden product that will protect and beautify it.

If you are not yet handling the Glidden line write today for our dealer proposition. This popular name will lend prestige to your entire business.

THE GLIDDEN COMPANY, LTD.
Toronto, Ontario
Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

The Brush Department

Brush Manufacturers Present Case

Tariff Board Hears Objection to Charging Duty on Exchange Value Rather Than Par Value—Ask General Tariff of 27½ Per Cent. on Paint and Varnish Brushes

MUCH interesting information concerning Canada's brush industry is outlined in the brief presented to the Tariff Committee, as follows:

The protective tariff on brushes of all kinds (tariff item 653) has built up in Canada an efficient brush manufacturing industry which

(1) Provided employment for 1,000 employes, 60 per cent. of whom are males, with a payroll upon which between three and four thousand persons are dependent;

(2) Has developed an export trade in some lines of brushes and during the last fiscal year exported brushes to the value of $125,000;

(3) Is to-day, and for years has been, supplying the Canadian trade with the classes of brushes made in Canada, of excellent quality, at prices which are as low, and in some cases lower, than prices of similar goods as made and sold for home consumption in the United States. The classes of brushes referred to are those brushes in which the Canadian manufacturers supply the larger part of the Canadian trade, due to the assured domestic market which enables the Canadian factories to produce in quantities at lower unit cost than would be possible if a larger part of the Canadian requirements were supplied with imported goods.

There is no combination or association of brush manufacturers in Canada and the companies compete keenly for domestic and export business.

Export Paint and Varnish Brushes

The Canadian factories are producing paint and varnish brushes of the best quality and their exports consist largely of this class, together with some shaving brushes, and household brushes. During the twelve months ended March 31, 1920, Canadian brushes were sold to the United Kingdom, the United States, Australia, Newfoundland, British West Indies, British South Africa, Portugese East Africa, the Argentine, Colombia, Venezuela, China, Java, Cuba and other countries in small quantities. In selling to Cuba, the Canadian manufacturers were under the handicap of an 8 per cent. preferential in favor of imports from the United States, but still were able to meet the United States price. In no case has the industry sold brushes for export at lower prices than those at which the Canadian trade was supplied. This, surely, is ample proof that the industry is efficient and that it has not been charging higher prices on account of the tariff. The tariff has been of advantage in giving an assured home market and making possible the production of brushes at a low unit cost.

Canadian brushes are practically excluded, under normal conditions at least, from the United States market by an import duty of 35 per cent. (United States tariff item 336). If the Canadian duty were substantially lowered the United States manufacturers, already in possession of an assured home market, would be able to cut into the Canadian trade and, by reducing the amount of Canadian business available to the brush factories in this country, might be able to force our cost of production beyond a competitive basis. Therefore, so long as other trading nations protect their own "home" markets by Customs tariffs, the tariff of Canada is of vital importance to the continued successful operation of the Canadian brush industry.

As regards small camel hair brushes with quill handles, the Canadian industry is unable to compete with German or Japanese labor and these are not made in this country. The manufacture of such quill goods is carried on in Germany and Japan by outside piece-workers who are paid a very low wage. In many cases nearly all the members of whole families engage in such work. The demand for such brushes in Canada is comparatively small but if higher tariff protection be provided the Canadian industry should be able to supply the entire Canadian trade at prices which compare favorably with United States prices on similar brushes made and sold there for home use.

Trade returns show that during 1918-19 imports from the United States under the classification all other brushes, n.o.p., were valued at $245,393. Of this amount, we believe, manufacturing brushes represented approximately $200,000. Some of the Canadian requirements in manufacturing brushes are being supplied by the Canadian brush industry at prices which are as low as United States prices on like brushes as sold in that country for home consumption, but a much larger part comprising lines not made here could be furnished at reasonable prices if higher tariff protection were provided. Expensive special machinery is required in many cases for the production of these lines and with the Canadian market so largely cut into from abroad, the Canadian manufacturers have not felt warranted in making the necessary expenditure. Imports of manufacturing brushes are principally from the United States and it is simply a question of offering sufficient assurance of the Canadian trade to justify the necessary initial expenditure for machinery.

Exchange Hampers Export Business

The Canadian brush factories were doing some export trade in scrubbing brush lines before the war and during the last four or five years they have been selling even in the United Kingdom. The exchange situation, however, has practically cut off all of this export business and is seriously threatening the Canadian market with importations of Belgian and German brushes made by cheap labor. Recent advices from Great Britain show that the brush market there has been completely demoralized by exchange-aided importations from the Continent and Canada can hardly escape. In the manufacture of brushes of this kind, labor represents 40 per cent. or more of the cost of manufacture to the brush factory. Moreover, the raw materials used by the industry in Germany and Belgium are obtained locally and the cost is not enhanced by exchange. We are filing with your committee a letter dated October 15, 1920, from a manufacturer's representative in Cape Town which contains information that two boats laden with German goods, including brushware, recently arrived at Swakopmund, the capital of what was formerly German West Africa. The writer says:

"The prices of these goods were considerably cheaper than those quoted by your good selves, chiefly on account of the exchange, which to-day stands at $3.85½ (Canadian money), while the German exchange stands at 234 marks to the fl., so it will be patent to you that German manufacturers are evidently using the South West African Protectorate as a dumping ground. This is rather a pity, because, as you know, the South West African Protectorate is now incorporated with the Union of South Africa, and a lot of the goods landed at Swakopmund will undoubtedly find their way into the principal centres of the Union, such as Cape Town, Johannesburg, Fort Elizabeth and East London, which will naturally affect the market.

Even before the war Germany was able to send into Canada some brushes of this kind made by cheap German labor, and with the exchange situation as it is at present and as it seems likely to continue for some time, the manufacture of household brushes in Canada is seriously menaced.

The manufacture of toilet brushes, such as hair, clothes and nail brushes, was commenced in Canada about 1913, and under war conditions the industry here has developed and is now producing goods which are equal in quality and price to like brushes as made and sold in the United States.

Before the war France was sending toilet brushes into this country valued at more than $100,000 annually, while Jap-

Continued on page 64

PAINT SELLING SUGGESTION

Painted interior walls are fast becoming popular.

They are especially preferable in homes where there are small children. Sticky small fingers soon ruin wall paper.

Many people have never seen anything but a plain plastered wall or a papered wall. When a painted wall is suggested they think of whitewash.

It's a real service to suggest to parents the merits of painted walls. Show them a room nicely painted in gloss or flat colors. Explain that finger marks can be washed off without injury.

Here's a good idea for ad copy:

Have you ever considered painted walls in your home while the children are small? Finger marks can be washed off without injury to the paint. Painted walls are really artistic.

Drop in and let us show you some color combinations. See for yourself how pretty a painted interior can be made.

Paint a room or two and stop worrying about the kiddies' sticky fingers.



This New, Sales-Pulling, Display Card

Five colors, including some unusually handsome gilt-work, go to make this striking, attention-compelling display. This handsome, interest-arousing card must be seen in colors to appreciate the sales-making "punch" and "pep" behind it.

21" x 28", made for either easel or hanger use, it is designed with common-sense and real understanding of "dealer-helps," such as goes into all Boeckh booklets and literature, and other co-operation with retail merchants.

This desirable stimulator of sales will be packed without cost in spring orders *when requested.* Have you mailed your request to us yet? A post card does it!

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

Crude Barytes Abundant in New Canadian Location

All users of crude barytes will be interested in a new deposit located on the Canadian National Railway, 150 miles north of Sudbury. This deposit has been proven for a length of 600 feet and a depth of 140 feet. There has been 1,200 feet of diamond drilling done and the vein has been cut in four sections.

The surface will channel sample 95.5 per cent. barium sulphate. There is a little calcite and a smaller amount of quartz in the barytes. There are no iron stains of any kind. The exploratory work that has been done has proven 50,000 tons of barytes and further exploratory work will continue to show additional tonnage.

Canada has no barium business of any importance and Canadian consumers pay about $500,000 a year for barium products, which are largely imported from the States. Canada consumes $150,000 of ground barytes, which is costing the Canadian consumer $43 per ton f. o. b. his plant. There are also about 1,000 tons of ground barytes produced every year in Canada by one paint company, but this is colored material and consequently brings the lowest market price.

PAINT MOVEMENT TO STABILIZE CONDITIONS

Continued from page 60

things going, are holding up the procession. The commonest form of report of business conditions is to learn that business houses say they are not placing any orders and that they will not until business starts up again.

Holding Up the Cash

This attitude on the part of purchasing agents undoubtedly will be found reflected through the entire organization, including the financial department. Here it is observed that there seems to be a fear of meeting financial obligations because if cash on hand is paid out there is no telling from where or when additional cash will be available. I think this is the greatest weakness of the present situation, and I am of the opinion that if creditors would take a firm stand with their debtors and insist upon every obligation being met that can be met without unjustifiable ruination of the debtor, the situation soon would right itself automatically and those who have the courage to go ahead would find themselves in a position to do so. Confidence is the backbone of prosperity and until a majority of business houses have a feeling that their neighbors are going to take care of their obligations, both contractual and financial, good business cannot be expected.

Buys Plant in St. Romauld

Quebec.—The Nation Fibre Products Company, Limited, has just purchased a plant in the town of St. Romauld, in the county of Levis, and plans to begin operations about the middle of February.

Paint To-day--Walk on Tomorrow

ISN'T IT TRUE that you would paint your floors oftener if you didn't have to keep the house upset so long waiting for the paint to dry?

Wouldn't you do it oftener if you could paint one-half of the floor one day, then move the furniture over from the other half and paint that the next day?

Well that's just what you can do with———— drying floor paint. This fact, together with the way it stands the wear and tear is the reason it is used so much on restaurant floors and ship decks.

Ask for descriptive literature.

(Ad. suggestion for seasonable paint line.)

Death of Martin-Senour Co. Salesman

Belleville. — William F. Ferguson, travelling salesman for the Martin-Senour Co., died at the General Hospital here of typhoid pneumonia. He was one of the best known travellers in this portion of the Province. He was born in Kingston about 46 years ago. For the greater part of his life he was in the hardware business, conducting a shop at Forest Mills, and later acting as manager for the Smith Hardware Co., of this city. He was a prominent Oddfellow and Methodist, and was actively engaged in various local organizations. His wife alone survives.

BRUSH MANUFACTURERS PRESENT CASE

Continued from page 62

anese imports into Canada in 1913-14 were valued at $122,047. Official information, which we shall file with you, shows that in October, 1919, men employed in one of the largest Japanese brush factories at Osaka were paid $1.25 per day, while women averaged only 50 cents to 75c per day. In the Canadian brush industry, women are paid from $2.50 to $3.00 per day and men receive from $3.50 to $6.00. The rates quoted for Japan were those obtaining prior to the economic depression which occurred in that country some months ago and is still continuing. A very complete report on the brush-making industry in Japan has been made by Mr. James F. Abbott, United States Commercial Attache to Japan. Mr. Abbott shows how toilet brushes are made, largely by outside piece-workers. Much of the work is sent to the homes of the poorer classes and is done among most unattractive and in many cases insanitary surroundings. Then, too, the price at which this work is done is still less than the price paid to inside factory workers. If the Canadian public understood the conditions under which brushes are made in Japan they would be slow to buy such imported articles. It will be remembered that in December, 1919, the definite discovery was made in London, England, that Japanese shaving brushes, bearing labels to the effect that they had been "sterilized" in Osaka, nevertheless carried anthrax infection, and as a result a number of countries imposed embargoes against Japanese shaving brushes. Greater care undoubtedly is being exercised at the present time, but the only merit in the Japanese product is its cheapness.

Coupled with the advantage of cheap labor the Japanese practically control the supply of bristles from China and Manchuria and, through the Japanese Government's control of the camphor industry, Japanese manufacturers of celluloid toilet brushes enjoy a distinct and exceptional advantage over Canadian manufacturers.

Exchange Helps French Product

So far as French toilet brushes are concerned, the Canadian tariff is much more than offset by the present advantage which international exchange conditions give to the French manufacturer. No tooth brushes are yet being made in Canada, largely because the present tariff did not provide sufficient protection against cheap Japanese labor. The Payne-Aldrich tariff of 1909 in the United States provided a duty of 40 per cent. against imported brushes of all kinds, including hair pencils in quills. Under the 40 per cent. tariff the manufacture of tooth brushes was commenced in the United States and a number of splendid factories have been established. If the toilet and tooth brushes which are now imported into Canada could be made here, full-time employment would be provided at good wages for at least 200 additional workers. We wish to make it plain to you that protection required by us is essentially a protection for Canadian labor. If you discourage by restrictive laws and regulations the importation into this country of Oriental labor, is it not quite as reasonable to enact corresponding legislation against the products of such labor as well?

So far as exchange is concerned, the present situation cannot continue indefinitely, but a return to parity cannot be expected for several years at least, as respects household and toilet brushes, and in the meantime our industry is in danger from the products of Belgium, Germany and European countries. We would call your attention particularly to the fact that brushes from Belgium and the Netherlands are now admitted to Canada under the intermediate tariff rate of 25 per cent., which rate is much more than offset by adverse exchange in the case of brushes made in these countries from local materials. The practice of charging duty on the exchange value rather than the par value of European currencies, we submit, is stimulating unfair competition from lower exchange countries and we wish to protest against the abandonment by the Government of the former practice in this regard.

Good Conditions in Canadian Factories

The employees in Canadian brush factories work under sanitary conditions and receive good wages. There has been no strike in any of our factories. Some of the brush companies have adopted profit-sharing and are paying their employees a bonus on their wages at the same rate as that at which profits are distributed to shareholdeds. Then, too, the brush companies provide insurance for their employees, without cost, with policies running up to $2,000. The industry was highly developed under war conditions and has not taken advantage of the fact that supplies of brushes of all kinds were difficult to obtain from outside sources. A substantial beginning has been made in the development of export trade, and no doubt after normal conditions are

Continued on page 68



The Luxeberry Painter Says:

"Beautiful homes are made from the inside out and not from the outside in. The outside of the house is the casket, the jewel is inside, and it is the painter who creates it with the aid of the right finishes. I always use Berry Brothers' Finishes because with them I can depend upon producing results that please me and satisfy my customer. I made a notable failure or two with other finishes, but it will never occur again."

The year-in-year-out uniform quality of Berry products has established a nation-wide demand for them that is always growing.

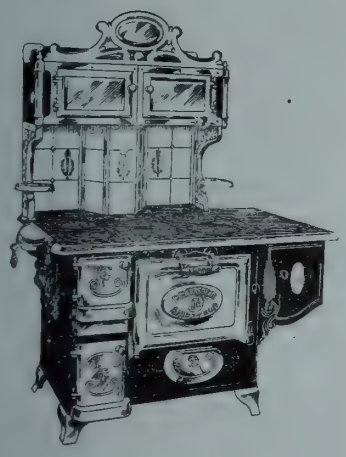
Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

261



"Marathon" Steel Ranges

It is very gratifying to know that the superior quality which goes into all Davidson's Stoves and Ranges is appreciated by all users of our various lines.

The "Marathon" is a high-class modern range. Body of extra heavy polished steel and protected with sheets of 1/8" asbestos mill board.

Hand-riveted throughout to insure tight-fitting joints. Regulating oven with balanced drop door.

The bottom is strengthened by braces to avoid buckling or warping. Can be used for wood or coal.

An attractive, efficient range guaranteed Davidson durability.

DAVIDSON'S Stoves and Ranges MADE IN CANADA THE SEAL OF DURABILITY

The Thos. Davidson Mfg. Co. Limited

Head Office: **Montreal**
Branches : **Toronto, Winnipeg**
Steel Foundry Division, Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Jan. 6.—Business is quiet now in paint and varnishes, but the outlook for this season's business is regarded as bright.

Prices are holding unchanged, but turpentine is sagging slightly. Linseed oil prices are holding, but the flax market is easier. Little business is offering in white lead, putty or glass and prices show no change.

Linseed Oil Prices Remain Unchanged

Montreal.

LINSEED OIL.—There has been no change in the local price of linseed oil. The market is considerably easier and on account of the large crop of flax seed in Argentine Republic there is a possibility of a lower price in the near future. Prices for this week are unchanged.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 4 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

Glass Is Now Reported Quiet

Montreal.

GLASS.—There is little local business offering at this season and glass houses are busy stock taking and preparing for the New Year's trade. Glass from Belgium is coming in quite freely and stocks are in good shape. The price is 25% off.

Turpentine Market Still Listless

Montreal.

TURPENTINE.—There is practically no change on the turpentine market; the price has sagged a little, but with little buying in the U. S. markets it is expected that the price will see lower levels.

	Imp. Gal.	
Turpentine—		
Single barrels	1 33	1 48
Small lots	1 43	1 58

(Packages extra.)

Putty Shows No Change at Present

Montreal.

PUTTY.—There is nothing new to report on the putty situation. Prices remain unchanged and there is little business offering at this time, except, of course, sorting up orders.

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

No Change in Prices on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Quotations on white lead in oil are unchanged. It is felt by manufacturers who corrode lead that the price of pig lead has reached its lowest level, and lately it has shown a slight advance. In view, however, of the price of the raw materials it is to be expected that prices on white lead in oil will be revised to a lower level, but it is to be noted that there are good stocks on hand at present, and this product is moving quite slowly.

Toronto

TORONTO, Jan. 6.—The feature of this week is the decline of 20 cents per gallon in turpentine quotations. Some time ago it was thought that this product had reached rock bottom, but it has declined considerably since then.

Linseed oil is held unchanged, and there is little movement.

White lead in oil and putty are quiet and are unchanged.

There is very little movement in prepared paints and varnishes this past week, but travellers will soon be starting out again, and it is expected that business will revive.

Paints Are Quiet; But Not Unusually So

Toronto.

PAINT AND VARNISH.—With the travellers off the road during the past two weeks or more, sales of paint and varnish have been small, and what mail orders have been received are reported to be of small and sorting up varieties.

Paint manufacturers as a whole appear to be very optimistic and are looking for a good spring business, while admitting that it may be later than usual owing to the fact that many retailers are reluctant to place orders for their spring requirements on a declining market.

This natural tendency to hold off on the theory that further reactions will take place may however cause a sudden demand when the season is opening which will be difficult to meet.

Glass Slower With Small Sales

Toronto.

WINDOW GLASS.—Quotations on glass are nominally 30 per cent. off list for case lots though it is understood that better figures are being offered for quantities. Business is quiet and little change is reported. Stocks are said to be small as retailers have been buying in small quantities, and from hand to mouth, and with little movement there should be good sales when the demand begins to quicken.

No Change in Putty; Sales Are Small

Toronto.

PUTTY.—No new developments have taken place in this product and previous quotation still holds. The demand is small, but as travellers have not been out during the past two weeks this is not surprising. Quotations are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

White Lead in Oil Shows No Change

Toronto.

WHITE LEAD IN OIL.—No change has taken place in the white lead market and quotations remain unaltered. Sales of this commodity in common with all paint products are light at the present time and this condition is expected to continue for a few weeks, though manufacturers are looking for good business. Prices of lead show signs of stiffening on English markets and every advance is said to make it more unprofitable to import into the States or Canada. Producers of pig lead seem indisposed to quote for future deliveries. Present quotations on white lead are as per market quotation pages.

Further Decline of 20 Cents in Turpentine

Toronto.

TURPENTINE.—A big reduction is



If interested tear out this page and place with letters to be answered.

made this week in the quotation on turpentine, and the decline is 20 cents per gallon below last week's prices. The price was thought to be at rock bottom some time ago when prices were considerably higher, and the future tendency seems uncertain. Buying is reported to be very small, but at this period of year this is not unusual. Quotations are the following:

Turpentine—	Per Imp. Gal.
1 barrell lots	1 35
2 to 4 barrel lots	1 34
5 gal. lots	1 50

Linseed Oil Prices Are Unchanged

Toronto.

LINSEED OIL.—This has been another quiet week in the trade and the movement of oil has been small. Prices are holding unchanged. The flax seed market has been unsettled and generally lower. Heavy shipments of seed have been made from the Argentine. The average annual world's production of seed in 1912 was estimated at 150,000,000 bushels, since when it has declined, and the average during the past four years is stated to have been 50,000,000, or one-third of the total of 8 years ago. The Canadian crop this year was estimated to have increased nearly 100 per cent. Spot seed is quoted from $1.91 to $1.98 on Winnipeg market. A year ago quotations were $4.62 to $4.69.

	Raw	Boiled
6 to 9 barrels, gal.	1 14	1 17
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19

BRUSH MFRS. PRESENT CASE

(Continued from Page 64)

restored we shall be able to resume and increase such business abroad if our industry is not weakened in the meantime by destructive, unfair competition, arising from cheap foreign labor or aided by the demoralized exchange situation.

Under the present difficult readjustment situation, it is especially important that there should be an assured home market for the products of Canadian labor, that the capacity of the Canadian brush factories should be utilized to supply the needs of the Canadian people.

For the reasons stated it is submitted that the tariff on brushes should be as follows:

	British Preferential	Intermediate	General
Item 653-a, Paint and Varnish Brushes, except hair pencils in quills or otherwise	17½%	25%	27½%
Item 653-b, Brushes of all kinds, n.o.p.	22½%	35%	35%

If this change be made, it is believed that the manufacture of toilet brushes will be placed upon a sound basis; and that the manufacture of tooth brushes and a number of lines of manufacturing brushes not now made here will be undertaken in Canada. Moreover, by giving an assured home market for Canadian-made brushes, the amount of business available to the Canadian companies will be enlarged and we will be able to produce and to sell our goods at prices based on quantity output and low manufacturing costs. The proposed changes would only bring the Canadian tariff under the general rate to a level with the present duty imposed by the low tariff administration in the United States. We also invite your committee to study the development of the brush manufacturing industry in the United States under the protective tariff and call your attention particularly to the way in which the tooth brush manufacturing industry has been developed there after adequate protection against Japanese labor was provided.

PITTSBURG MARKET

(Continued from Page 59

Prospective Steel Prices

In view of the fact that there is not likely to be any general buying movement in steel products in the near future, say not earlier than three months hence, steel manufacturers would prefer it to be assumed that present prices represent the prospective bottom, but the fact may as well be stated plainly that this is not the more likely prospect. The balance of probabilities is that the low point in steel prices, on which the market will eventually turn and from which it will stiffen, will be lower than the present level, say from 2.00c to 2.20c for bars, shapes and plates. If such prices come, they will not be developed soon. There is no incentive for a mill to name such close prices unless, or until, it sees an opportunity to fill up fairly well and thus obtain an economical operation.

As to wages, reductions by independents' mills have not been proceeding nearly as fast as seemed likely two or three weeks ago. The majority of independents are holding off, awaiting a further reduction in the cost of living and also being desirous that the present plant idleness may have its full moral effect both upon workmen and the retail stores they patronize. Some mills, too, attach much importance to the theory that immediately upon wage reductions being made steel buyers would expect lower prices for steel.

At the opening of business this week a large valley pig iron producer announced its willingness to sell basic iron at $30 and Bessemer iron at $32, valley, thus recording declines of $3 in each grade from the previous nominal quotations. Foundry iron, formerly quotable at $35, valley, is not plainly marked at any price, but will have to readjust itself to no more than a moderate spread above basic.

Building in Edmonton Three Times That of 1919

Edmonton.—Building permits for the past year total $3,231,956, according to inspector N. McIvor's annual report to the commission. The sum is more than three times greater than that of the previous year, when the figures were $931,346.

Says Canadian Linseed Cannot Compete With Indian Product

D. H. Ross, Canadian Government Trade Commissioner in Melbourne, Australia, recently cabled that there was a large demand for flax seed in Australia for oil crushing purposes. An important Winnipeg firm cabled to the Canadian Trade Commissioner a quotation of $4.30 per bushel c.i.f. Sydney. On receiving this quotation Mr. Ross wrote as follows: "The quotation of $4.30 per bushel c.i.f. Sydney is equivalent to $172 per ton of 2,240 pounds. This works out at the latest Montreal exchange of $3.80 at £45 5s. 3d. whereas the largest importers in Sydney are landing Calcutta linseed at £33 16c. 4d per long ton c.i.f. Sydney, which is a difference in favor of the India linseed of £11 8s. 11d., which of course places the Canadian quotation quite outside of competition."

Later Mr. Ross wrote as follows: "This morning I saw the Secretary of the Commonwealth Government Flax Committee and was advised that Victorian flax seed was now obtainable at £35 to the ton, or say 17s. 6d. per bushel, the ton being 2,240 pounds. In June last the committee were selling at £48 per ton, or say £1 4s. per bushel, as the rate of exchange from India was then comparatively high, but since the rate improved the price has come down for Indian seed to about £33 or even less at Sydney, ex ship. The secretary of the Flax Committee states that they give a bonus of £6 per long ton on standard flax, and that for seeding purposes they had ample "Blue Riga," which had been thoroughly acclimatized and therefore, in his opinion, more suitable than Canadian, even were the latter competitive."

Ask Huge Loan For Building

Montreal.—That there should be a Federal loan of $250,000,000 as a housing loan was the substance of a resolution passed at a meeting in the Builders' Exchange here representative of the National Joint Industrial Board of the Building and Allied Trades.

It was further urged that there should be established a Federal housing board appointed by the Government, such board to include representatives of the workers.

Big Increase in Winnipeg Building

Winnipeg.—Seven hundred more buildings were constructed or enlarged in Winnipeg in 1920 than during 1919. The cost of the 2,500 structures was $8,367,250, the largest amount in any year since 1914, the year the war started. The outlay was about three times as large as that of last year when $2,948,000 was spent. The 1919 number of buildings was 1,789. Buildings costing $91,000 were constructed this month as compared with outlays of $149,450 in December a year ago.



SIGN OF MERIT
BEST B M & Co MADE

Two Good Lines for Spring Selling

Tile-Like and Impervo Porch and Deck Paint are two lines that sell easily in the spring house-cleaning period. Impervo Porch and Deck Paint is made on Moore's House Color Base with Spar Varnish added to make it tough and durable. It dries solid with a high gloss, giving a hard wearing surface.

Tile-Like is a combination stain and varnish, and can be used on hard or soft floors, wicker and porch furniture, linoleum, oilcloth, chandeliers, lamps, fire-fronts, etc., with the same beautiful effects. It will resist water and never turns white. That's why it sells.

Ask about our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

Moore's Products

"Impervo" Porch and Deck. "Tile-Like," Mooramel, Autc Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

"Save the surface and you save all" *Paint & Varnish*



If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.R. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25 20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	68 00
32 20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44 40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32 40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38 55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30 20%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.
Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.
Discounts being revised and jobbers' prices now higher.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 20%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 1, 2, 3 head, 15%
Plow Bolts, others, plus 20%.
Elevator Bolts, large head, net list.
Elevator Bolts, corrugated heads, 30%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, 2 in., and smaller, square Blank, add to list $2.00.
Nuts, 2 in., and smaller, square Tapped, add to list, $2.50.
Nuts, 2 in. and smaller, hexagon—Blank, add to list, $2.25.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list, $2.75.
Tterms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets,, base. Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 85
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal. Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.
Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 8 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

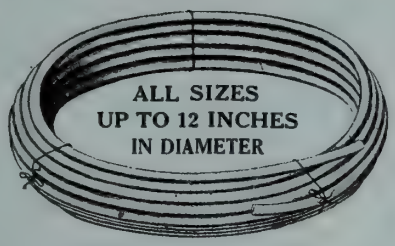
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

Sets 8,000 to 13,000 Plants per day



Retails $12.00

Unique Rapid Plant Setter

for setting out TOBACCO, TOMATOES, CELERY, CAULIFLOWER, CABBAGE, SWEET POTATOES, PEPPER, EGG PLANT, STRAWBERRIES, ETC.

Each plant set, watered and covered in one operation. Does perfect work. The most useful and valuable tool on the farm.

The greatest labor saver: a better and earlier crop.

NO STOOPING, NO LAME BACK. One man sets more plants than three by hand. Does it easier and better.

Works on side hills among stumps, stones, anywhere.

EXCLUSIVE AGENTS WANTED. Write at once for particulars.

UNIQUE RAPID PLANT SETTER CO.
P.O. BOX 612, MONTREAL, CANADA



ALWAYS IN DEMAND
"T. F." COBBLERS' OUTFITS

MADE FOR ALL REQUIREMENTS

Handy Household Outfits to Store Sizes

Cobbler Sets are supplied with full assortments of articles, guaranteed quality materials as becomes the "T. F." reputation, also Shoe Holders, Cobblers' Fittings, etc., conveniently packed. These goods are ready sellers when prominently displayed.

Don't put off ordering. On request we will gladly forward prices and details. Write us—now!



Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William St., St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 10%; cast bushings, 17½%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 15% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 80
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 80	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.20; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 80
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 85
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1	inch...$1 50	2¾	inch...$0 30
1⅛	inch... 1 40	3	inch... 0 20
1¼	inch... 1 15	3¼	inch... 0 15
1½	inch... 0 80	3½	inch... 0 10
1¾	inch... 0 75	4	inch... 0 05
2	inch... 0 60	4½	inch... 0 05
2¼	inch... 0 55	5	inch... base
2½	inch... 0 30	5½	inch... base
		6	inch... base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $5.75.

F.O.B. Montreal, $5.90 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.60; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

The PAINTERS' CHOICE



For Every Use

Paint and Varnish Brushes

Painters appreciate the indestructible rubber setting that HOLDS the bristles, and will always buy SIMMS—the brushes that give perfect service.

Get the painters' patronage—and hold it—with SIMMS brushes. It means money to you.

T. S. SIMMS & CO. LIMITED

Makers of Better Brushes for 55 Years

Head Office : ST. JOHN, N.B.

Branches : Montreal Toronto London

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

Net Price List

No.	Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 98.1
Machine oil, regular grades	0 58.6
Imperial gas engine oil	0 62.6
Paraffine	0 89.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 16
Do., tank cars, net	0 14

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	....
Do., No. 2, Anchor	1 10	....
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	....
Do., No. 2, Anchor	1 45	....
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 55	1 55
Stag Sheathing	1 15	1 55
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45
	Per 100 lbs.	
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Spruce Sheathing, 36" and 72" wide	9 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 55	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	....	....
3 in..	58 52	72 29	....	....
3½ in..	74 06	90 62	....	....
4 in..	87 75	107 37	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in..	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	....	25 00
IX, 20x28, 112 sheets	....	28 00
IXX, 20x28, 112 sheets	....	31 00
IXXX, 20x28, 56 sheets	....	16 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	2 10	....
Everlastic, 2 ply	2 50	....
Everlastic, 3 ply	2 95	....
Panamoid, 1 ply	1 90	....
Panamoid, 2 ply	2 30	....
Panamoid, 3 ply	3 20	....
Red Star, 2 ply	2 33	....
Red Star, 3 ply	2 75	....
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅝ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	67
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	8 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
176—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Barrett Roofings, Cements Industrial Paints etc.

Prepare for Bigger Business

MORE and better advertising than ever before—
That's the Barrett program for 1921, and it means quicker, easier sales and larger profits for every dealer who handles the famous Barrett Products.

These products, which are listed below, have made good on their own merits. For many years they have been fast sellers in every section of the Dominion. Each of them is unequalled for its particular purpose.



Everlastic "Rubber" Roofing

The most popular roll roofing on the Canadian market.

Liquid Elastigum

Preserves the surface of prepared and "rubber" roofings.



Everlastic Liquid Roofing Cement

Puts a new surface on worn-out prepared and "rubber" roofs.

Everjet Elastic Carbon Paint

A durable, waterproof, acid-proof, protective paint for wood and metal.



Elastigum Plastic Patching Cement

"The waterproof cement of a thousand uses." Repairs roofs, flashings, etc.



Creonoid (Fly Oil) Cow Spray and Lice Destroyer

Just what farmers want. Inexpensive, effective and easy to use.

This year there will be an unprecedented demand for these products. If you do not carry them *all*, you will miss a sure opportunity to increase your profits.

Descriptive booklets regarding any of these products sent free on request. Address nearest office.

WINNIPEG VANCOUVER ST. JOHN, N.B. — The Barrett Company LIMITED — MONTREAL TORONTO HALIFAX, N.S

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 65

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.
Queen's Hd. Fleur-de-lis

28 gauge	
26 gauge	
24 gauge	
22 gauge	
20 gauge	
18 and 20 ga.	

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 25
Galvd.	7 25

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60% off list.

McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven,
No. 85, each. net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	35.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 50
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
No. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
No. 1 removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Standard Gate	list plus 5%
Jenkins Globe	net

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.46; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $19.40; 1⅝ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 293

TONCAN METAL

FLAT GALVANIZED SHEETS

CARRIED IN STOCK FOR

IMMEDIATE SHIPMENT

by

DRUMMOND, McCALL & CO., LTD., Montreal
DRUMMOND, McCALL & CO., LTD., Toronto
PECKOVERS, LTD., Toronto.
PEDLAR PEOPLE, LTD., Oshawa
PEDLAR PEOPLE, LTD., Toronto
PEDLAR PEOPLE, LTD., Montreal
WOOD, ALEXANDER & JAMES, Hamilton

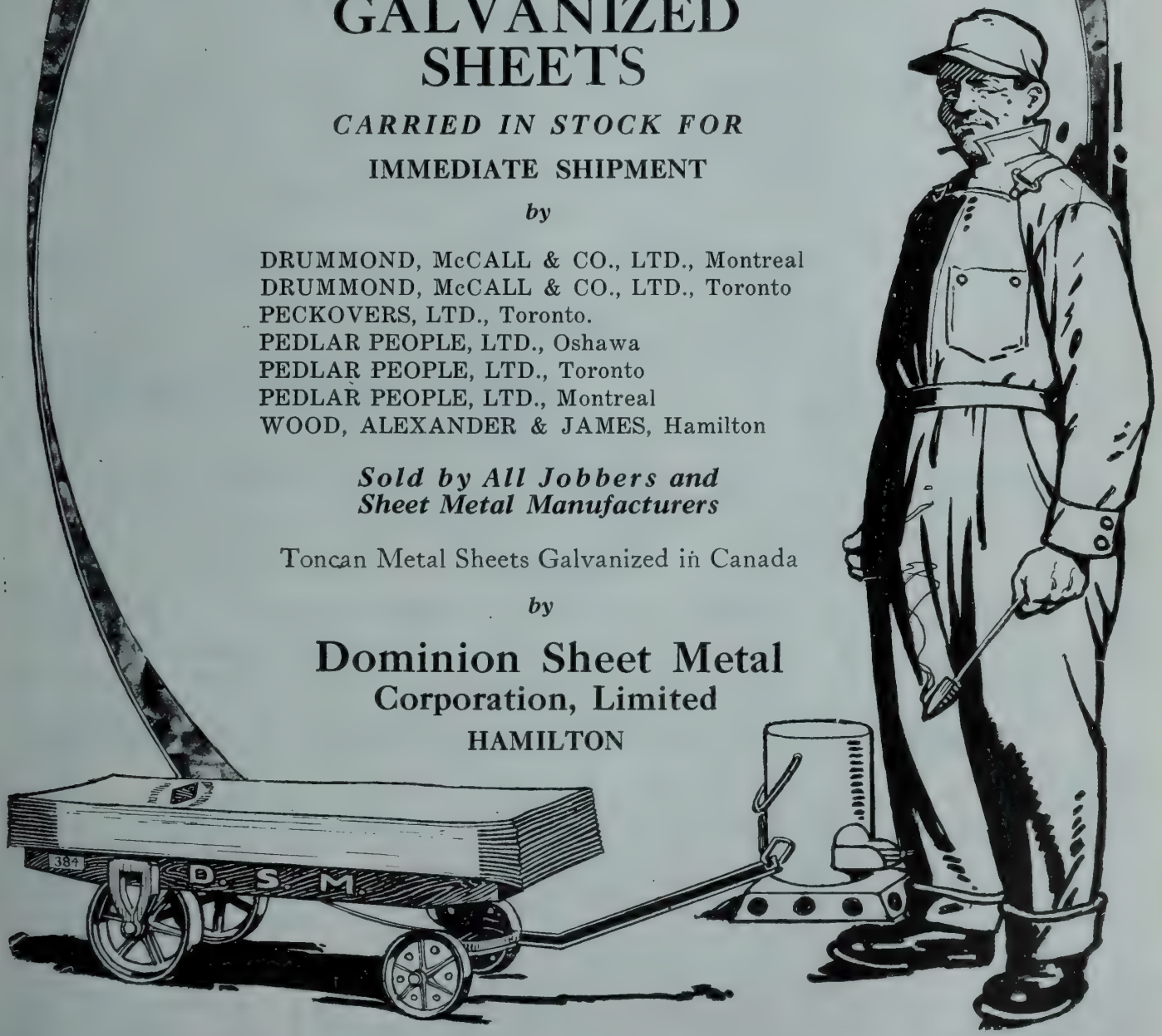
Sold by All Jobbers and Sheet Metal Manufacturers

Toncan Metal Sheets Galvanized in Canada

by

Dominion Sheet Metal Corporation, Limited

HAMILTON



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. 11 12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., pure 16-18
Imp. green, 100-lb. kegs.. 22-23
Chrome green, pure 50-56
Chrome yellow 30-45
Brunswick green, 100-lb. keg 11-14½
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg ..-07
Lamp black 32-35
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry ....-30
Golden ocre, 100-lb. kegs ..-09
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels..... 04-05½
French ochre, barrels .... ..-10½
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls.....02¾-04½
Super magnetic red ... 0 05
Vermillion 1 00
English vermillion 2 25
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins

Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure....	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white) Gal.

Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 90

GLUE Per lb.

English, sheet	36-45
White pigsfoot	..-50
Cake bone, 112-lb. bags....	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb....	35 00

Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 25%.
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). **Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.**
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W., English	18 00	18 45
Maple Leaf, pure..	17 75	18 20
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY) Per 100 lbs.

Genuine, 560-lb. casks....	$15 50
Genuine, 100-lb. casks....	16 50
Less quantity	17 00
Genuine Eng. casks.....	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb...	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1..	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case..	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white.....	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white .	5 00
Moore's House Colors, colors.	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white.	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor....	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor.	4 20
O.P.W. Flat Wall, white....	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white.	5 05
Martin-Senour, 100%, colors..	4 80
Martin-Senour, Porch Paint..	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint..	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors ...	4 50
Pearcy's Prepared, white ...	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ...	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal.....	1 50	1 75
5-10 gal. cans, gal..	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.....	0 75	0 75
1s (case 12 gals.)...	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs....	0 62
In kegs, about 250 lbs.....	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums.....	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs.....	7 00	6 50

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Gal.
Solignum, Browns	$1 25
Solignum, Greens	1 60

TAR

	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar.....	4 50
C.P.C. Sun Waterproof Floor.	4 40
I.V. Elastica, No. 1.....	5 32
I.C. Elastica, No. 2.....	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor ..	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 43
M-S Wood-Var	4 43
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 19
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing...	4 85
Kyanize Interior and Floor..	4 85
Luxeberry light	4 16
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior.....	5 00
"C.D. Big 4" Interior.....	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear.....	5 40
Dougall Transparent, spar....	6 00
Dougall Transparent, floor....	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white....	8 75	
Do., colors	0 25	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

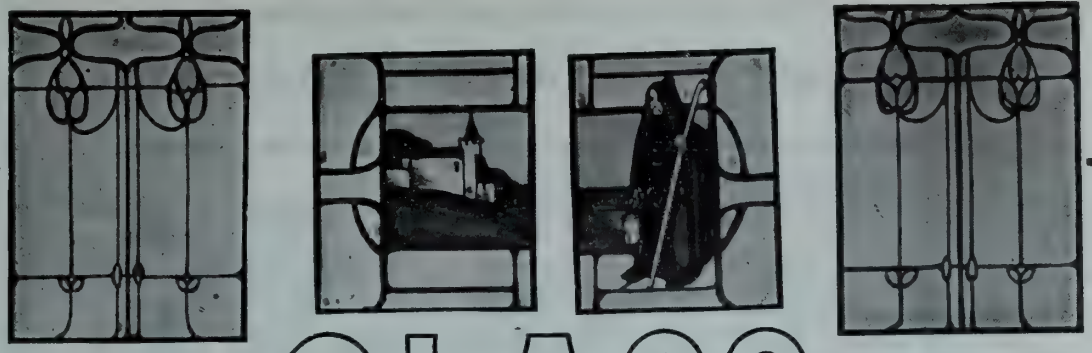
WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal....	3 50
Ramsay's	0 45
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 60

F.o.b. Montreal and Toronto

WHITING
Gilders, bolted, in bbls..... 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL Per gal
In five gallons $3 15
Methylated Spirits 1 90-2 55
F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS—WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION—WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	138 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour .....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" 'list is just twice the

BOARD, BEAVER

Per M ft.

1,000 ft. to 5,000 ft.....$56 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1 .....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

Each

Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$18 60	$24 75
26 to 40-in	20 30	24 75
41 to 50 in	21 85	25 00
51 to 60-in	22 85	28 75
61 to 70-in	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz
Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $8.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.80; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, 'Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $13.86.

LEAD WASTE, $14.76.

WHITE LEAD

Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 98
36 in.	10 20

"Save the surface and you save all" *Paint & Varnish*

Stephens'

REGISTERED TRADE MARK



Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
M.-S., Floor	4 35
Neutone, White	4 00
Neutone, Colors	3 90
Red Schoolhouse	2 50
Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $18.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	20 00	
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 28¼c; ⅜ in., 27¾c; 7-16 in., ½ in., 9-16 in., 27½c; ⅝ in., 26¾c; ¾ and larger, 26¼c.
Pure Manila—¼ in., 5-16 in., 35¼c; ⅜ in., 34¾c; 7-16 in., ½ in., 34¼c; ⅝ in., 33¾c; ¾ and larger, 33¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William, Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
Y Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls, $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	Always Ready	—Dozen— Black	N. P.
No. 1		$8 70	$9 50
No. 2		12 00	12 90

WRINGERS, CLOTHES Doz.

Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Burgess Batteries

Round Carton

Burgess No. 6 Ignition

Energetic, vigorous and enduring, this type of Burgess Battery is fully dependable for gas engine and open circuit work. Inspected, tested and guaranteed. Built for service and sales.

Burgess Packing

eliminates fire hazard, insures against damaged goods from careless packing, saves space. Burgess packing is clean, sanitary and labor-saving.

Flashlight Batteries and Cases

Burgess manufacture a complete line of flashlight cases and flashlight batteries in all styles and sizes, carrying the unqualified agreement.

Burgess Uniplex Batteries

Burgess Guarantee

Every Burgess product is fully guaranteed and you are protected by our unqualified agreement to replace any Burgess product which does not give satisfactory service.

Burgess Uniplex Batteries are actually waterproof. This is the most serviceable of all types of dry batteries—easy to connect, handy to carry, and take up little space. Burgess products are not sold by mail order houses. Write for literature.



The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

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CURLING STONE Headquarters



Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes.

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Swift Current

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WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

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Branches throughout the West



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

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R. R. Kinread
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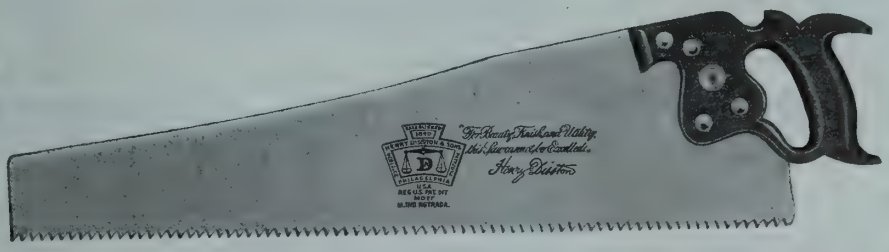
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Let this be your Slogan for 1921.

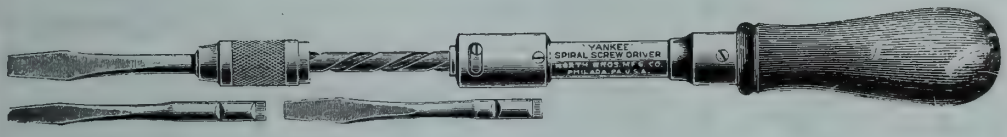
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ARE ALWAYS IN DEMAND

Our Service offers you the convenience of buying all your requirements from the one source of supply.

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THE BUYERS' GUIDE

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Hurtubise, Ltd., Montreal, Que.
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Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
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The Kales Stamping Co., Limited, Walkerville, Ont.
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Smith & Hemenway Co., Inc., Irvington, N.J.
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Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

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Axles, Car
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Canadian General Electric Co., Toronto.
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Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Registered **Floglaze**

Announcement

With our appointment as

Exclusive Western Jobbers

of

Floglaze

we have inaugurated a selling campaign that will mean Real Big Help to "Floglaze" dealers throughout the entire West.

That Paint Sales

will reach a high figure during 1921 is an unquestioned fact.

That "Floglaze" dealers will receive a general share of this business is fully assured.

The "Floglaze" Proposition

provides for Bigger "Floglaze" Sales.

Wait for our salesmen—they are out to show you

MILLER-MORSE HARDWARE CO LIMITED

"THE BIG WINNIPEG HOUSE"

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

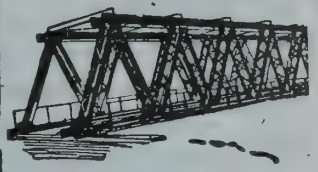
Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

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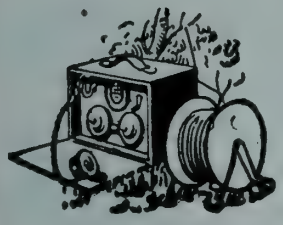
AVAILABLE FOR EXPORT

of

ENGINEERING STORES

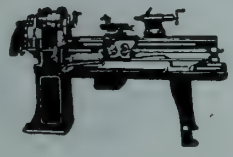




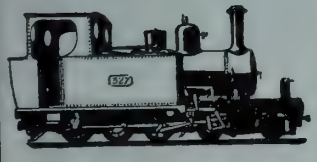




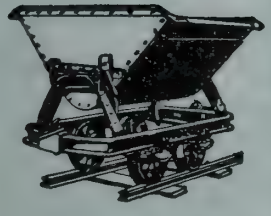
- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

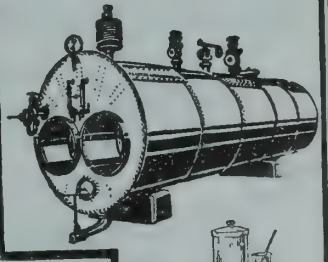








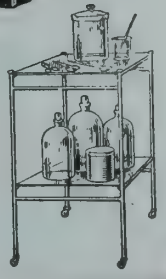






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Curling Stones
The Winnipeg Paint & Glass Co., Limited, Winnipeg, Man.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.



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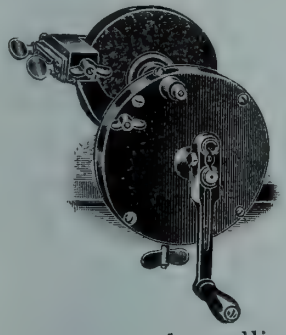
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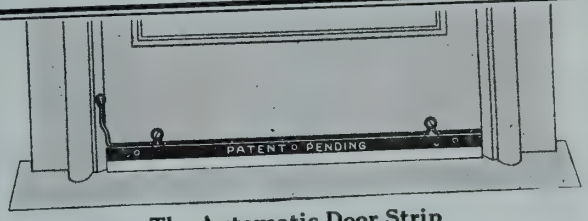
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The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
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The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

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Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
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6

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Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
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Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

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Wm. J. Brown, Montreal, Que.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto

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The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

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United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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The Gillette Safety Razor Co., Limited, Montreal.

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Canadian Die Casting Co., Ltd., Montreal, Que.

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Saws, Crosscut and Band
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Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Clemson Bros., Inc., Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.
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Millers Falls Company, Millers Falls, Mass.
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Saws, Hack
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The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
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Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

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Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

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Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

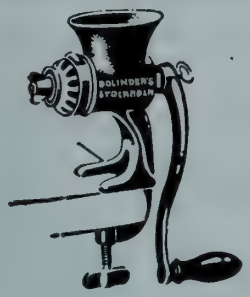
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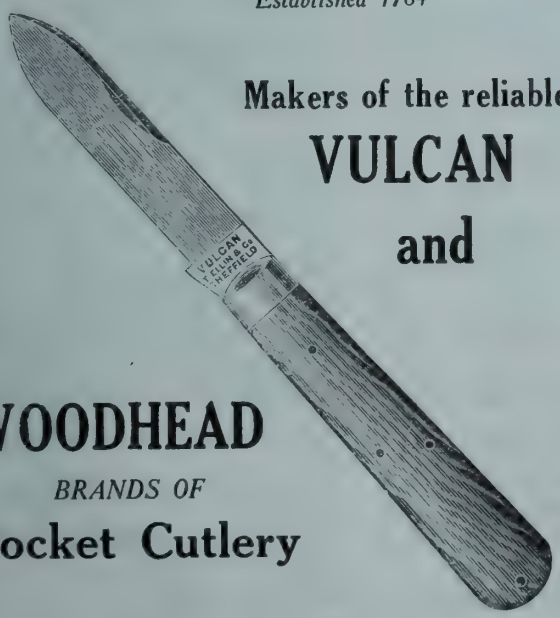
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Millers Falls Company, Millers Falls, Mass.

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Canadian Veneering Co., Acton Vale, Que.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

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The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

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Chicago Flexible Shaft Co., Chicago, Ill.

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The Barrett Co., Ltd.

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Alex. McArthur & Co., Montreal, Que.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Cameron & Co., Toronto.
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Thomas Lewis Arnett, Souris, Man.

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Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
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Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

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Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Keystone Manufacturing Co., Buffalo, N.Y.

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The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
reat Western Smelting and Refining Co., Ltd., Van ouver, B C
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

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Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

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The Canadian National Carbon Co., Ltd., Toronto.
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Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
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Wood, Vallance Ltd., Winnipeg, Man.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

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B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

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The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
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Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Dennis Wire & Iron Works, London, Ont.

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Thomas Lewis Arnett, Winnipeg.
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Hobbs Mfg. Co., Montreal, Que.

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The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
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Wells Bros. of Canada, Galt.

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Caverhill, Learmont & Co., Montreal.
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The L. S. Starrett Company, Athol, Mass.

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Landers, Frary & Clark, New Britain, Conn.

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Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

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Northern Electric Co., Ltd., Montreal.

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Northern Electric Co., Ltd., Montreal.

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Tools, Cement
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Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
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Canada Metal Co., Toronto.

Traps, Game
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Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

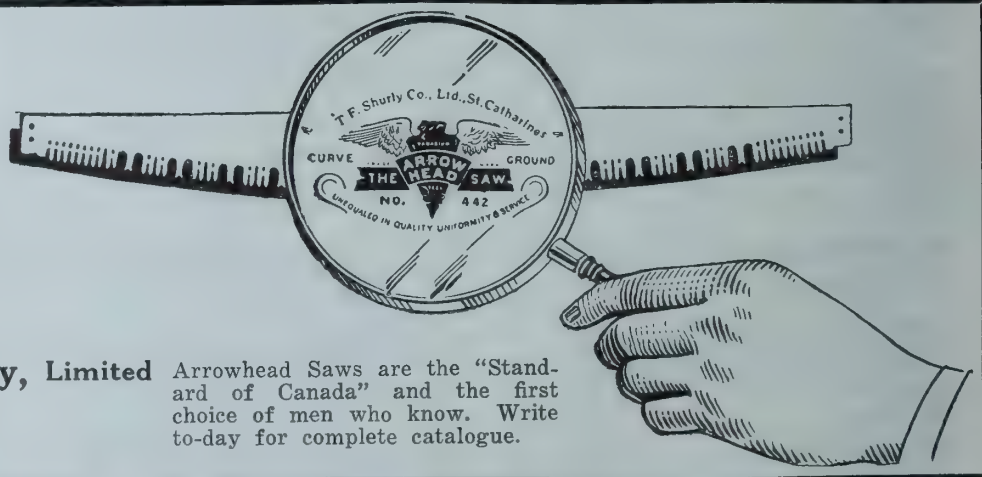
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

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Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



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Into every man in our employ was drilled the necessity of hair's-breadth accuracy.

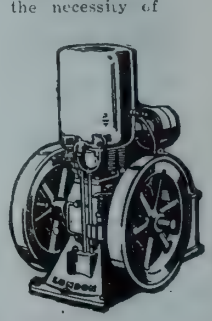
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The same attention to accuracy that was developed in war time is carried out by the experts retained in our employ.

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Dealers! Write for booklets.



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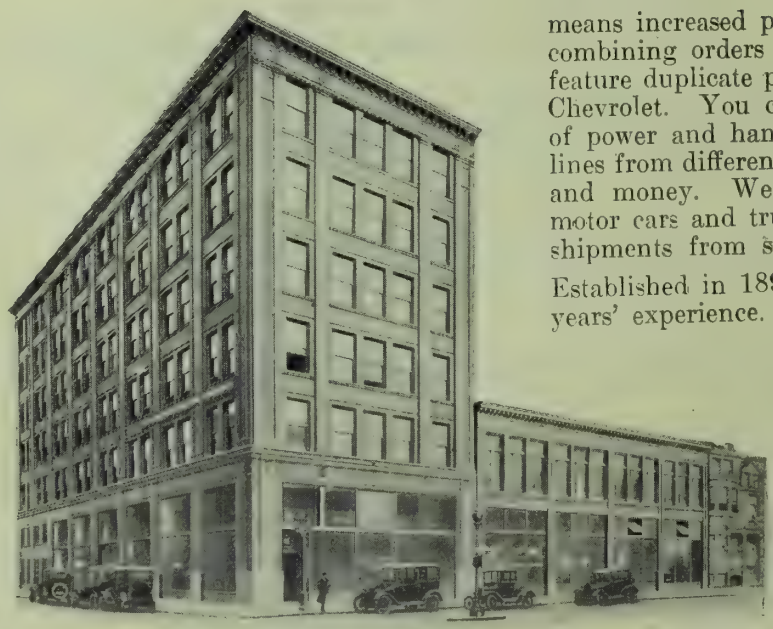
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The word "tire" contains nothing to indicate the origin of the casing, its character, value, mileage or reliability.

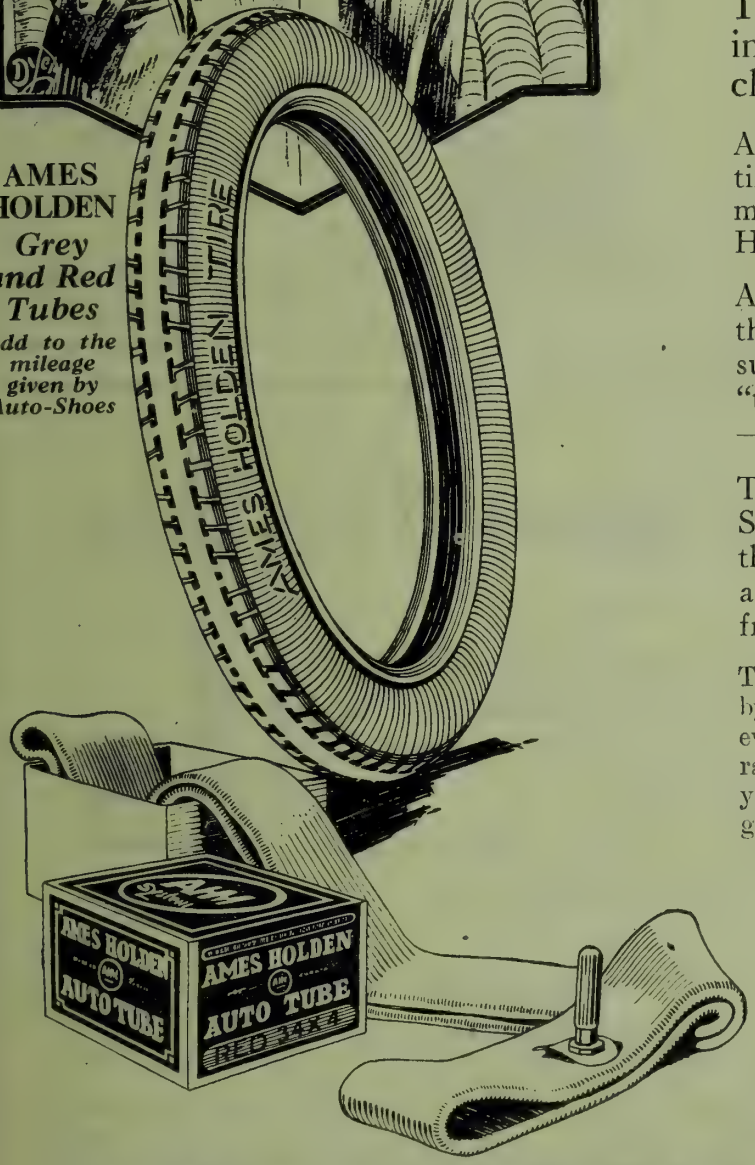
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A name which will distinguish them from the hosts of ordinary tires—indicate their superiority—identify them immediately as "the casings that give the cheapest mileage" —Ames Holden "Auto-Shoes."

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AMES HOLDEN McCREADY LIMITED

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OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS

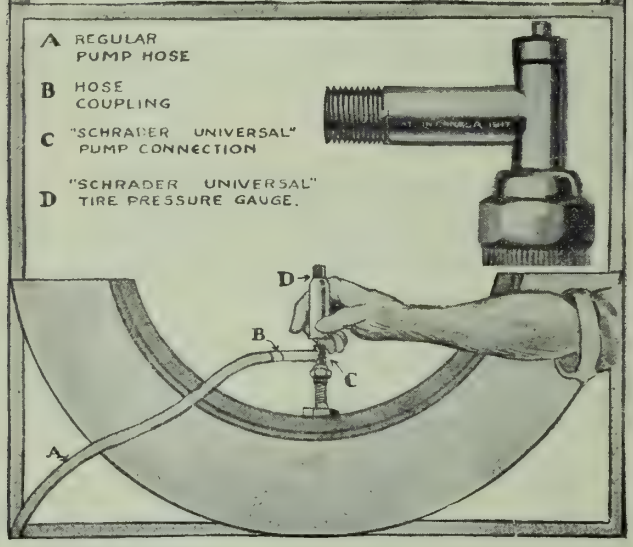
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SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin. This handy little device costs only 65 cents, but it adds greatly to your convenience.

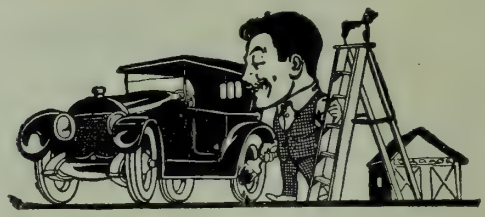
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Made in Canada by

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334 East King Street, Toronto
London, Eng., New York, Chicago



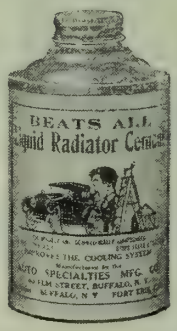
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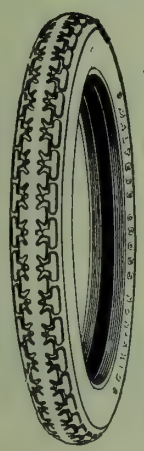
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Head Offices and Factory: TORONTO **Branches in Leading Canadian Cities**

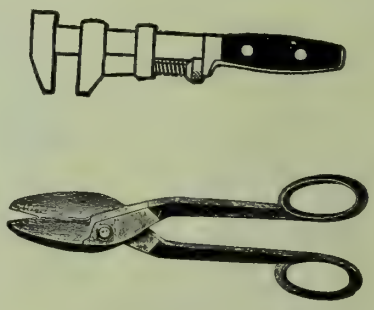
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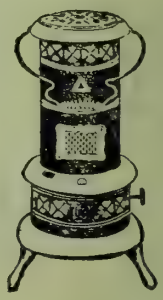
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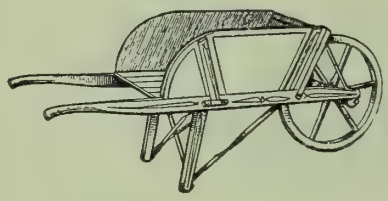
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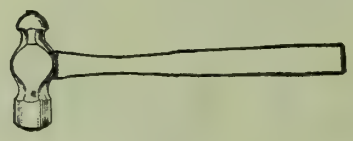
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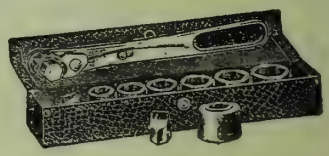
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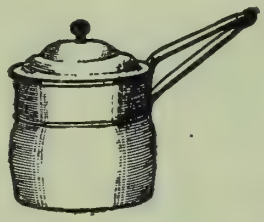
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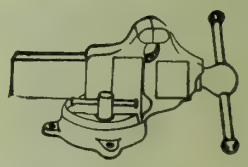
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330



72



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Electro Department

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Our Catalogue is Yours for the Asking.

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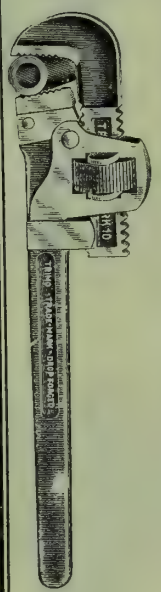
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1951 DUNDAS ST. W.
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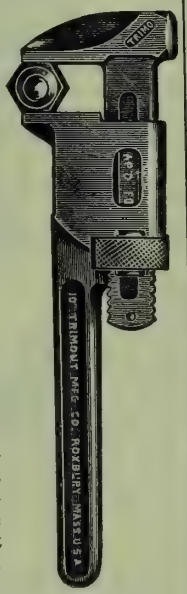
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THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
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Pipe Wrench Nut Wrench

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ROXBURY (BOSTON), MASS.
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Large size for barbers.

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NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
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OPEN HEARTH STEEL

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High Grade

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London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

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A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.

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SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers *Liberal Profits* *None Better Made*

Order now for next season.



Write for catalog and Price List.

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Largest Manufacturers of Ski in the World.

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More Profitable Lines for the Hardware Dealer





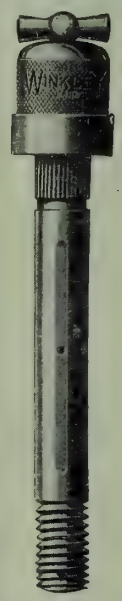
Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

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Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



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MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA



No. 38

BLACKSMITH VISES

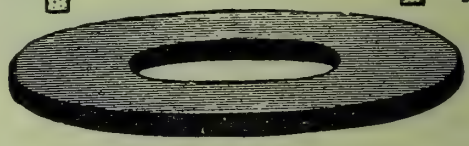
Solid steel jaws, shanks and leg—in fact forged in one piece. Rugged and well made.

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Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

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GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.



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FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO.,
LIMITED
OTTAWA

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repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

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BABBITT METALS



Imperial Genuine

Made for extra heavy duty, such as Main Bearings on Turbine Generators, Calender Rolls in Pulp Mills, is specially adapted for Marine Engines.



HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

THE CANADA METAL CO., LIMITED

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WINNIPEG VANCOUVER

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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Philadelphia New York
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Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

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The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

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OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



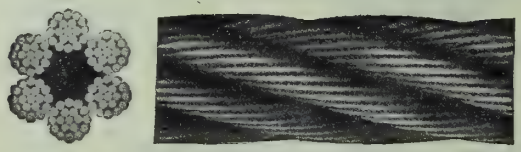
Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

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OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

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HAMILTON

Made in Scotland.



Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

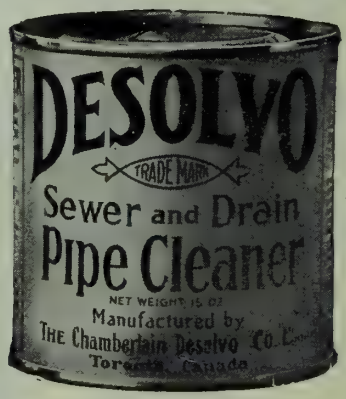
Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co Limited
Hamilton Canada



DESOLVO
For New Year Sales

To make 1921 a greater year, a year of bigger business, stock and sell Desolvo, the handy pipe cleaner. You will have many profitable sales!

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Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ont.

Western Canada Representative: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

G. W. METALS
are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
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One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

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We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

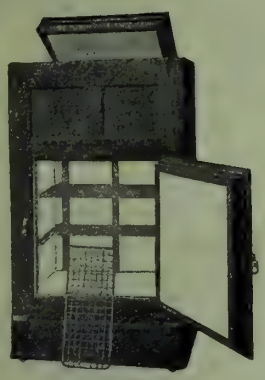
IMPERIAL SOLDERING PASTE

IMPERIAL RESIN CORE SOLDER

DEMAND FROM YOUR JOBBER

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

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Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

Estab'd. 114 Years

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Representatives: Harry F. Moulden & Son, Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

If interested tear out this page and place with letters to be answered.

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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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FOR SALE — LANTERNS AND SHOVELS — Several dozen Wright's cold blast lanterns, Nos. 3 and 4; also several dozen Howland's No. 50 long-handled snow or stable shovels to sell. Write for prices. I will pay express charges on small shipments. J. A. Chambers, Springfield, Ont.

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MANUFACTURER'S REPRESENTATIVE DESIRES POSITION

HAS A RECORD OF SUCCESSFUL ACCOMplishment in the hardware industry, having a good friendly connection with preferred retail and all large wholesale houses west of the Maritimes. Has also had a broad experience in merchandising as manager, which, added to a number of years on the road make him fully conversant with many difficult sales problems. Address Box 392, Hardware and Metal.

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Victoria, B.C.	Sydney, N.S.
St. John's, Nfld.	

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson — General Manager Western Canada

TORONTO

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

JAMES BROTHERS
SHEFFIELD
SPL Pliers
Canadian Representatives
A. G. & A. L. BROWN & CO.
MONTREAL

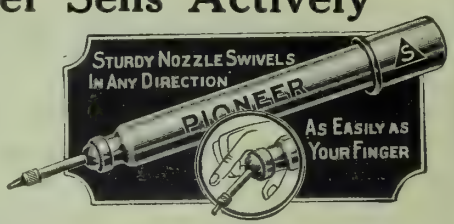
CANNON OILERS
Easy Seller Because—
It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



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Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.
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"Obtainable From All Jobbers"

Pioneer Sells Actively

The Most Easily Handled Gun— It's Lubricating Convenience!



Those "hard-to-get-at" places of the car are easily reached with Pioneer's patented ball-joint nozzle.

The joint collar unscrews for heavy grease; combination tip for light oil or grease.

Sturdy construction—seamless steel tubing, double cowhide washer, easy-gripping handle. Brass plated. Length 15 inches.

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STEVENS S NEW YORK

The Standard Spark Plug of the World

AC

Champion Ignition Company, FLINT, *Michigan*

The Advertiser would like to know where you saw his advertisement---tell him.



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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

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Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

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All sizes of Clear Mica in stock for immediate shipment

Price List on Application

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A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

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OWEN SOUND, ONT.

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Northern Electric
Tape Splice

insist on these Brands

***Northern* SPECIAL**
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS — INSIDE and OUTSIDE LIGHTS OF ALL STYLES — for Stores Halls Homes Farms & Every Style of Building

SIX TIMES THE LIGHT · ONE THIRD THE COST

MANUFACTURERS R·M·Moore & Co. Ltd. VANCOUVER B·C·

Sash Weights Wall Washers

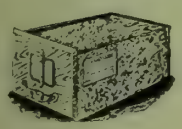
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

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STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.
74 Logan Ave. Toronto, Ont.

INDEX TO ADVERTISERS

A

Alcock, Laight & Westwood Co..... 104
Acme Waste Mfg. Co. 112
Arnett, Thos. Lewis 95
Ames, Holden, McCready, Ltd. 103
Ashdown Hardware Co., J. H. 83
Atkins & Co., E. C. 25
Auto Specialties Mfg. Co. 104
Atlas Iron & Metal Co. 91

B

Barnett Co., G. & H. 79
Barrett Co., The 75
Barton Netting Co. 91
Beckley-Ralston Co. 102
Bemis & Call Hdwe. & Tool Co. .. 112
Berry Bros. 65
Bissell Carpet Sweeper Co. 23
Boeckh Co., Ltd., The 63
Bolinders, J. G. 97
Butterfield & Co. 5
Bradstreets 114
Brown, A. G. & A. L. & Co. 114
Butler, Geo., & Co. 97
Burgess Batteries Co., Ltd...Back cover

C

[illegible] Co. 115
C[illegible] Die Casting Co. 115
Can[illegible] al Carbon Co. 20
Canada Paint Co., Ltd. 48-49
Can. Foundries & Forgings, Ltd.... 13
Canada Metal Co. 71, 111, 113
Canada Steel Goods Co., Ltd..... 3
Can. General Electric Co. 101
Canada Wire & Iron Goods Co. ... 112
Canadian Tube & Iron 28
Canadian Winkley Co., Ltd. 109
Cane & Sons, William 28
Cannon Oiler Co. (successors to R. C. Bloomer) 113
Carswell, Morris & Co..... 112
Carter White Lead Co., Ltd. 30
Cartland, Jas., & Sons 22
Chamberlain Desolvo Co. 112
Champion Ignition Co. 114
Channel Chemical Co..Inside front cover
Chicago Spring Bed Co. 103
Cohoon, G. L., Ltd. 25
Coghlin, Ltd., B. J. 109
Colts Patent Fire Arms Mfg. Co.... 102
Collette Mfg. Co. 31
Coleman Lamp Co.....Inside back cover
Crane Limited 98
Consumers Cordage Co. 11

D

Davidson Mfg. Co., The Thos. 65
Diamond Saw & Stamping Works.. 115
Dominion Belting Co. 112
Disston, Henry & Sons, Ltd. 23
Dennis Wire & Iron Works Co., Ltd. 24
Dominion Sheet Metal Corp. 77
Doon Twines, Ltd. 104
Dowswell, Lees & Co. 8

E

Ellen & Co., Thos. 97
Eddy, E. B., Co. 15
Empire Brass Mfg. Co. 18

G

Gendron Mfg. Co. 30
Gipe-Hazard Co., Ltd. 112
Glidden Co., The 61
Goodell-Pratt Co., Ltd. 14
Graham Nail Works, The 95
Great Western Smelting & Refining Co. 112
Greenfield Tap & Die Corp. 21
Guelph Spring & Axle Co. 104
Gutta Percha & Rubber Co. 105

H

Hamilton Cotton Co. 23
Hamilton Stamp & Stencil Works.... 115
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 79
Hurtubise, Ltd. 24
Hutton & Co., James 113
Hoyt Metal Co. 91

I

Ingersoll File Co., Ltd. 24
Imperial Bit & Snap Co. 109
Imperial Oil Co., Ltd. 10

J

Jardine & Co., A. B. 30
Jennings Mfg. Co., Russell 115

K

Kinread, R. R. 84

L

Laidlaw Bale Tie Co. 30
Lamplough & Co., F. W. 95
Leslie, A. C., & Co. 34
Landers, Frary & Clark 2
London Rolling Mill Co. 108
Lufkin Rule Co., of Can., Ltd. 116
London Gas Power 100

M

Mab Company 107
Manning, Hinton & Brissenden 104
Maxwells Ltd. 28
McArthur & Co., Alex. 95
Martin & Co., The L. 111
Marples & Co. 28
McDougall & Co., R. 23
Metallic Roofing Co., Ltd. 21
Meakins & Sons 73
Millers Falls Company 32
Miller Morse Hdwe. Co. 87
Mica Co., of Canada 104
Ministry of Munitions 89
Mossberg Company, Frank 108
Morrison, Jas., Brass Co. 25
Moore & Co., Ltd., R. M. 115
Moore & Co., Ltd., Benjamin 69
Myers & Bros., F. E. 108

N

National Cash Register Co. 4
Nagle Mfg. Co., H. 27
Niagara Falls Metal Stamping Works 26
Nicholson File Co. 27
Northern Electric Co., Ltd. 115
Northern Bolt, Screw & Wire Co., Ltd. 26
Northland Ski Co. 109
Nova Scotia Steel & Coal Co. 108
North Star Oil Refining Co. 84
Norcross, C. S., & Son 110

O

Oakey & Sons, Ltd., John 113
O-Rib-O Mfg. Co. 84
Owen Sound Wire Fence Co., Ltd... 115

P

Parmenter, Bulloch & Co. 109
Pink Co., Thos. 109
Progressive Mfg. Co. 107

R

Reed & Co., Geo. W. 111
Rock Island Mfg. Co. 97
Remington U. M. Co.....Front cover
Rice Lewis & Son, Ltd. 1
Rogers & Son, Henry 113
Rowbotham, T. E., & Son 26

S

Sand Sons, J. 113
Schrader & Son, A. 104
Sanderson-Harold 113
Shurly Co., T. F. 100
Shurly, Dietrich Co. 110
Sherwin-Williams Co. 67
Sheffield Twist Drill Co. 26
Simms & Co., T. S. 73
Speilman Agencies, Ltd. 107
Starrett & Co., L. S. 19
Star Mfg. Co. 111
Steel Company of Canada 9, 22
Stephens, G. F., & Co. 87
Stevens & Company 114
Still Mfg. Co., J. H. 23

T

Trees & Co., Samuel 29
Trimont Mfg. Co. 107
Taylor-Forbes Co., Ltd. 71
Toronto Plate Glass Import Co..... 79
Toronto Lock Mfg. Company 31

U

Union Iron & Metal Co. 107
United States Sand Paper Co. 111
Unique Rapid Plant Setter Co. 71

V

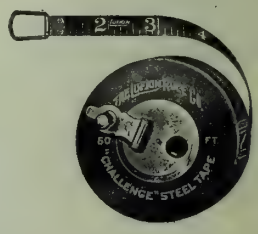
Vaughan & Bushnell 112
Vol-Peek Mfg. Co. 30

W

Wakyte Mfg. Co., Ltd. 27
Want Ad. Page 114
Warren Tool & Forge Co. 110
Westco Pumps, Ltd. 29
Western Hardware Co. 91
Whittal Can Co., Ltd., A. R. 31
Wilckes-Martin-Wilckes 115
Wiebusch & Hilger, Ltd. 12
Williams, J. H., & Co., Ltd. 34
Wilkinson & Kompass 113
Wilt Twist Drill Co. of Canada, Ltd. 7
Winnipeg Paint & Glass Co. 84
Woods Mfg. Co. 110
Wood, Vallance, Ltd. 85
Woods & Co., Walter 97
Wrought Washer Mfg. Co. 110
Wright, E. T., Co. 27



LUFKIN

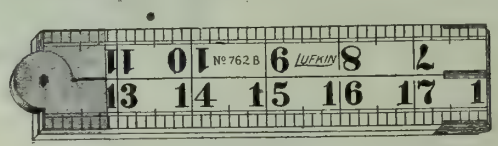


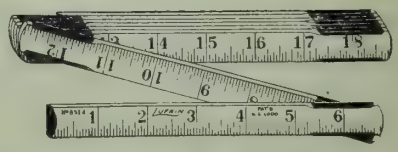
Tapes and Rules

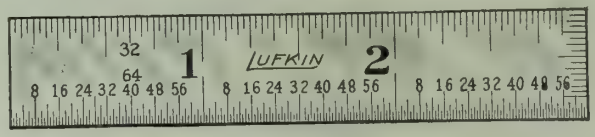
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.



From P.E.I. to Vancouver

—Everywhere —and Right to Your Customers!

IN thousands of homes throughout the great expanse of Canada—right in the homes of your community—Coleman Quick-Lite Advertisements are telling the story of the most popular portable lights ever invented. Each month, each week, these artistic, forceful messages command attention and create the desire for these lamps and lanterns that are safe, clean and beautiful—modern to the minute—and give an abundance of pure-white light at surprisingly little cost.

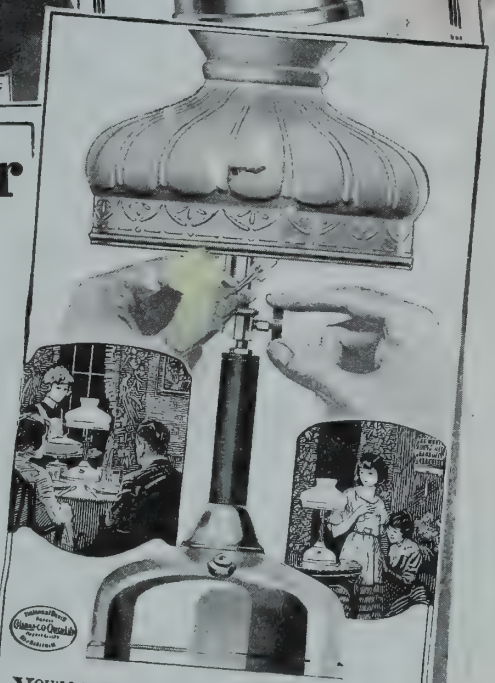
Coleman Quick-Lite Lamps and Lanterns

Made in Canada and sold through merchants. Constant Dominion-wide advertising makes an appeal in every community. Sales helps, store cards, circulars, slides, booklets, etc., to assist merchants everywhere win trade.

Special Notice to Merchants: Send at once for our latest Quick-Lite Catalog and let us inform you about our Sales Co-operation Department. You can readily build a profitable business with the Coleman line. We show you how. Write today.

The Coleman Lamp Co., Ltd.

Factory and General Offices, Queen Street East and Davies Ave.
TORONTO, CANADA



YOU'LL like the Quick-Lite best of all for the abundance and beautiful quality of light it gives. Such bright cheerful radiance! *Such a lot of it!* And such vicion-helping light it is, too.

Here you have a light so strong and brilliant, so crystal clear and pure white that you can actually match colors with it. At the same time, it is so soft and natural, so near like day-light that you can read or sew the whole evening thru without eye-strain, under its smooth, steady-shining glow. For every light need in your home you'll find the Quick-Lite Lamp just what you have always wanted.

Coleman Quick-Lite

"The Sunshine of the Night"

200 Candle Power of Pure White Light. A steady, smooth, even and natural light. Brighter than 20 old style oil lamps.

Generates Into Full Brilliance in a few seconds from the heat of common matches. No alcohol torch needed.

Makes and Burns Its Own Gas from Common Motor Gasoline. A portable light plant in itself. Always ready—always dependable.

No Greasy Wicks to Trim. No dirty chimney to wash. No smoke, no soot, no dirt; no dripping oil. No daily filling.

Can't Spill Fuel or Explode—even if tipped over. Can't be filled while lighted. Or Permitted List of National Fire Underwriters.

Economical. Cost-to-Operate less than half a cent a night for 2 or 3 hours use.

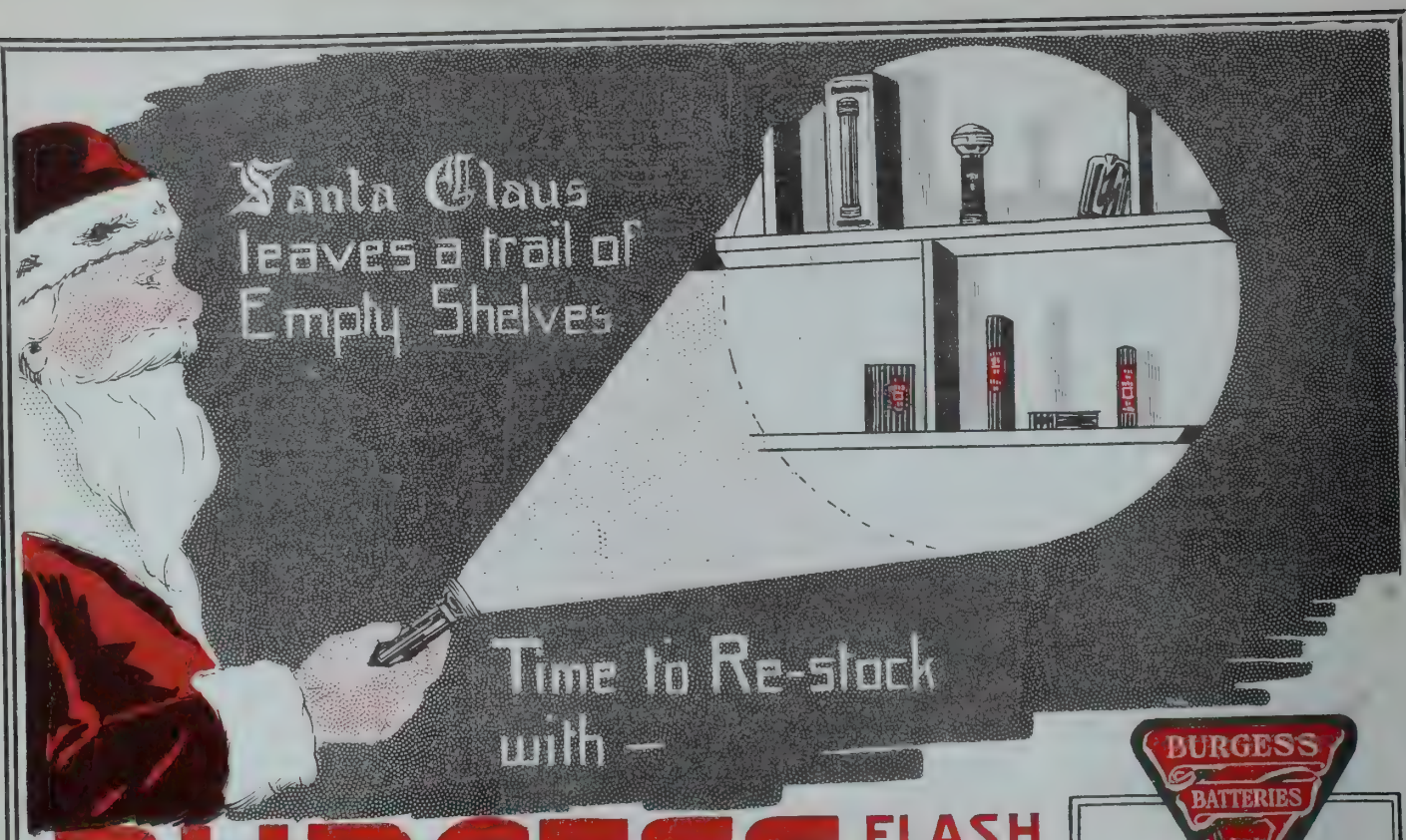
Beautiful in Design. Elegantly finished White Opal Shade. Has Universal shade holder, fitting many different styles.

Solidly Built of Brass. Heavily nickeled and highly polished. Inspected, Tested and Guaranteed. Will last a life-time.

QUICK-LITES are now on sale in more than 20,000 stores. If your dealer can't supply you, use the coupon and send for Free Book on Better Light, showing various styles of Quick-Lite Lamps and Lanterns. Write to Dept P45.

THE COLEMAN LAMP CO., Ltd.
Toronto

THE COLEMAN LAMP CO., Dept. P45.
(Write in name of nearest Coleman Office)
Send me your Free Book, "The Sunshine of the Night."
Name _____
Address _____
My Dealer's Name is _____



BURGESS FLASH-LIGHT CASES AND BATTERIES

The Christmas season has cleared many shelves and you'd better re-stock now for the refill trade. And many other folks will want a Burgess Flashlight these long dark nights.

A PROFITABLE LINE FOR YOU

"Long Life Promotes Long Friendships"

The Popular Heavy Duty Battery



Burgess Uniplex Batteries are assembled in a waterproof container of felt and asphaltum that absolutely prevents short circuiting from moisture.

Large insulated nuts make use of pliers unnecessary.

Connections and terminals are so carefully insulated that it is impossible to have accidental short circuit.

Over fifty different patented features on batteries and accessories combine to make and insure supremacy for the **Burgess** line. Chemically purified materials, patented for our use only, and highest grade workmanship are two factors that give long life and dependability to Burgess Batteries.

The Burgess guarantee proves the confidence we have in our product, and makes for pleasant business dealings; it reads:—"You are protected by our unqualified agreement to replace any BURGESS product which does not give satisfaction"—and we make replacements promptly, without any red tape.

If you don't know the "BURGESS" proposition and "BURGESS" products now, write for full information.

BURGESS BATTERIES

LIMITED

WINNIPEG MANITOBA

BURGESS BATTERIES Ltd.

Selling Points on "BURGESS BATTERIES"

Attractive striped package is an attention-getter.

Fresh from the Winnipeg factory, Burgess Batteries reach you with high capacity and long life.

Strong guarantee gives you absolute confidence, and protects your profits.

Flash Batteries

—have strong brass terminals, heavy zinc containers, and are uniform in size and quality.

Flash Cases

—have patented non-short-circuiting feature.

No. 6 Battery

Patented packing method insures against damaged goods — is clean eliminates fire hazard — saves space, time and labor in unpacking.



Hardware and Metal

Vol. XXXIII. No. 3 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | JANUARY 15, 1921

Sales Without Effort

Fifty years' record as the standard files and continuous advertising do the selling for you when you stock

Kearney & Foot · Great Western
American · Arcade · Globe

FILES

We carry large reserves, so that you may replenish as needed from your jobber.

Specify one of the above brands by name when ordering.

Made in Canada by

Nicholson File Company

PORT HOPE, ONTARIO



SELLS TWELVE MONTHS IN THE YEAR

—because there is always something in a woman's wardrobe that needs the color-change or the color-reviving that Aladdin alone can satisfactorily supply.

—because Aladdin is just as much at home on the exclusive City Avenue as in the Country or Village.

—because the magic wrought by Aladdin is just as much apparent on Winter garments as on those worn in other Seasons.

—because Aladdin is needed for the household drapes as well as for garments.

—because our Advertising runs steadily throughout the whole year--telling of the Aladdin merits to millions of women and directing hundreds of them to your store for this greatest of dye soaps.

CHANNELL LIMITED -- TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Products

HARDWARE AND METAL, January 15, 1921. Volume XXXIII., No. 3. Published every Saturday at Toronto. Yearly subscription price, $4. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



TRUE TEMPERING

The service that an axe will give depends largely on its temper

The steel may be perfect, the carbon content exact, the balance precise, but to obtain the most satisfactory service the temper must be true.

As the temper of an axe, so will be the keenness and durability of its cutting edge.

In the tempering of SAMSON Axes this delicate task is done with special care.

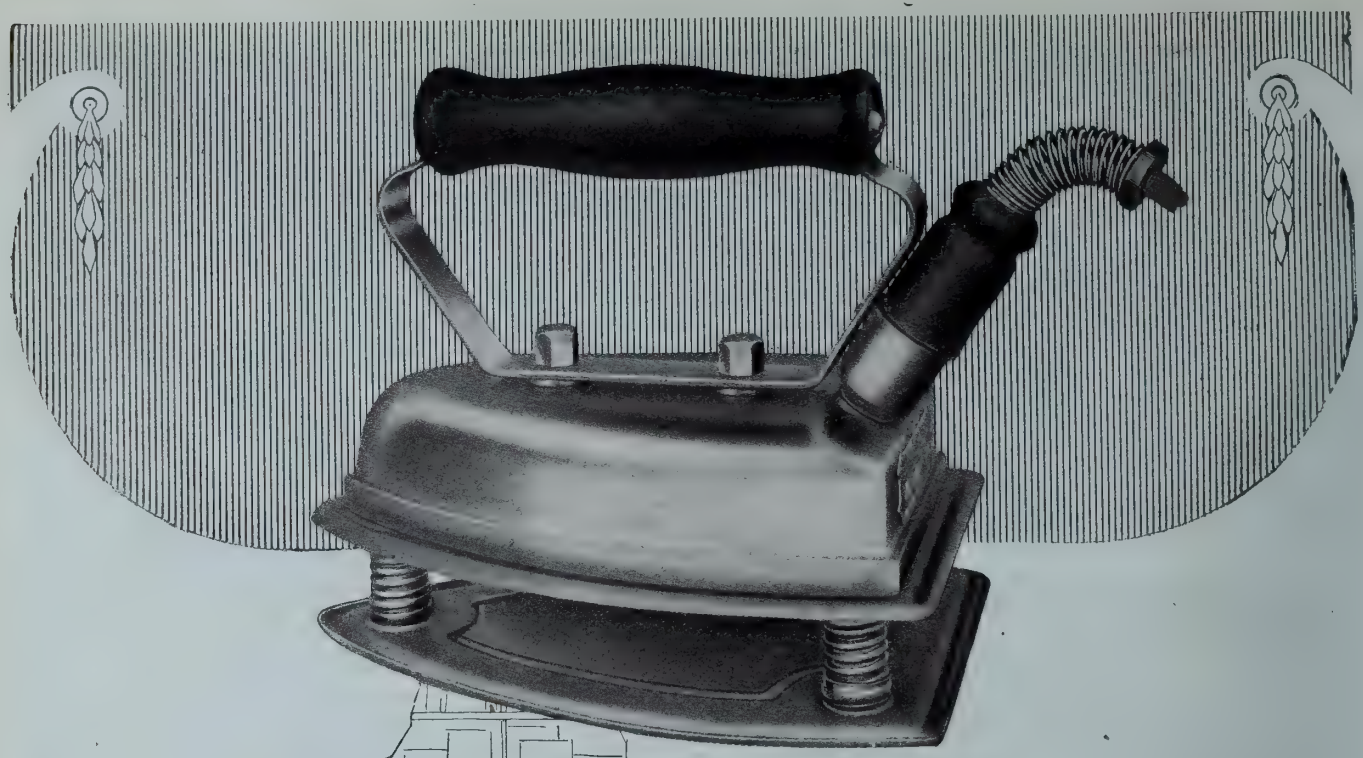
Each tool is given the close grain essential for a fine edge, and the tough fibre to hold the edge.

This is one reason why you may depend on

SAMSON AXES

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.



If the Dealer did the Ironing!



IF the dealer could do a little sample ironing in the store, it would be easy to convince any woman of the quick-heating, smooth-working qualities of the Universal Iron.

In the store, the Universal is but well designed, well finished metal—cold, inanimate, unresponsive. But in the home, on the ironing board, it quickens into life—a life of service.

After all, the Universal isn't metal; it isn't theory; it isn't what ingenuity designs and skill executes. The Universal Iron is Service itself—hot, dependable, continuous Service throughout years of ironing days.

The Universal is the result of slighting nothing, taking nothing for granted, proving everything. Non-stopping satisfaction goes with every sale and a liberal profit to the dealer.

Canadian Representatives:

A. MACFARLANE & CO., LTD.
Montreal - *Quebec*

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL
ELECTRIC
IRON

If interested tear out this page and place with letters to be answered.

The Door to Prosperity Opens With C.S.G. Co.'s Latches



No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.



The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Company
Limited

Hamilton **Canada**

If interested tear out this page and place with letters to be answered.

Our New Trade Mark!

STANLEY

S.W.

Announcement

WITH the purchase by The Stanley Works of The Stanley Rule and Level Company a new trade mark, as above shown, has been established. In the future it will be stamped upon dependable

Wrought Steel Hardware

and

Carpenters' Tools

which will be manufactured under the name

THE STANLEY WORKS

Main offices and plants: NEW BRITAIN, CONN.

Branch offices: NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES SEATTLE

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.

Corrugated Strap and T-Hinges, Trap Door Rings



No. 210 Corrugated T-Hinge
(Bulk)

A strong, neat, light hinge which is replacing the heavy type hinge. The corrugations strengthen it. The finish is better than the old type iron hinge.

No. 215 Corrugated Strap Hinge
(Bulk)

A far superior hinge to the old type, both in weight and finish—corrugations strengthen the hinge, lighter in weight, can be used in place of the heavy type.

No. 1215 Trap Door Rings

Size 3½" Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed half dozen in carton with japanned screws. Supplied also in galvanized or plated finish at additional cost.





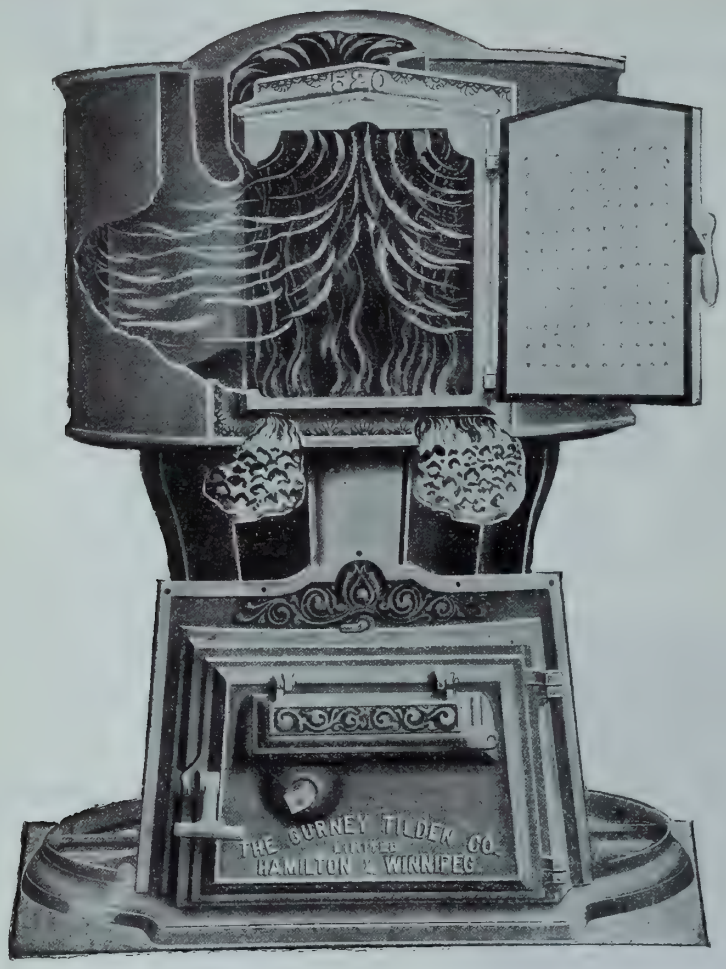
Slater & Barnard, Limited
Hamilton, Canada

Slater & Barnard, Ltd — *Hamilton, Ontario.*
QUALITY HARDWARE

Representatives:

N. J. DINNEN	A. T. CHAMBERS	T. MORTIMER & CO.	H. E. O. BULL
Winnipeg, Man.	Vancouver, B.C.	Toronto	Montreal, Que.

If interested tear out this page and place with letters to be answered.



A WOMAN RUNS THIS FURNACE

The following letter from a satisfied user is good evidence that the "New Idea" Furnace really does do all we claim for it:

Lindsay, Ont.

Dear Sirs:—

"New Idea" is so simple that a woman can run the furnace without any trouble, and the dumper prevents dust going into the rooms. I have not had to sift ashes from it, as no coal of any account goes through. The "New Idea" has not taken the amount of fuel I expected it would. I am indeed well pleased.

R. G. Corneil.

THE "NEW IDEA"
WARM AIR FURNACE
BURNS COAL OR WOOD

The above letter is only one of many that we have received from satisfied users and dealers alike. If you would care to handle this Furnace in your town, write us for particulars of our attractive agency proposition. Our furnaces are sold with a guarantee.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

AGENTS FOR BUILDERS' HARDWARE
Harry C. Moulden & Son, Confederation Life Building, Winnipeg
Stove and Furnace Branch : F. C. Moore, 134½ Higgins Ave., Winnipeg
W. G. Chester, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

Plymouth Rope



Manila Fiber Is Compressed into Bales Weighing 280 Pounds and Measuring 12 Cubic Feet

AFTER grading, Manila hemp is compressed into bales by hydro-electric presses. These bales weigh approximately 280 pounds and measure 12 cubic feet. It is in this form that the Manila hemp of commerce eventually reaches the rope-maker, each individual bale being covered with straw matting as a protection in transit. Thousands of bales of Manila fiber are consumed each week in the manufacture of Plymouth Rope and many thousands of bales are available in our warehouses at all times, properly classified and tagged to insure the **uniform** quality of our cordage products, and which could not be accomplished otherwise.

When placing orders for rope with your jobber, do not simply ask for "Pure Manila," but specify PLYMOUTH and thus secure the greatest amount of rope value and satisfaction for your customers. PLYMOUTH Rope is an article that can be handled as a profitable specialty on a price-per-foot basis and by utilizing the free Window Display Service that will be furnished on request.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS



Standard for nearly a century



STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

SHEARS

STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

SCISSORS

LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

SNIPS

STRAIGHT
CURVED
COMBINATION
POCKET
DENTAL
AUTOMOBILE

FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:

Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

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Westinghouse

The Cozy-Glow Radiator

throws a comfortable ray of heat into any spot desired; it bears out the truth of its name—it makes a COZY GLOW.

The *Cozy-Glow* is easily adjusted as to direction, and a cast iron bottom keeps it firmly in one position.



Canadian Westinghouse Company Limited

Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
MONTREAL, 285 Beaver Hall Hill
OTTAWA, Ahearn & Soper, Ltd.
HALIFAX, 105 Hollis Street
FORT WILLIAM, Cuthbertson Block
WINNIPEG, 158 Portage Avenue E.
EDMONTON, 211 McLeod Bldg.
CALGARY, Canada Life Bldg.
VANCOUVER, Bank of Ottawa Bldg.

SERVICE REPAIR SHOPS:

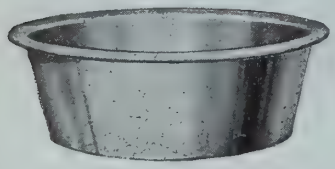
WINNIPEG—158 Portage Ave. E. CALGARY—316 3rd Ave. E. MONTREAL—10 St. Sophie Lane
TORONTO—366 Adelaide St. W VANCOUVER—1090 Mainland St.

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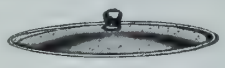
TEN UTENSILS IN ONE

"DURO"

99% PURE ALUMINUM WARE



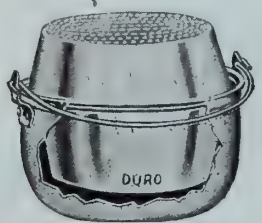
PUDDING PAN
This pan is fine for making puddings, baking breads, and cakes. An excellent milk dish.



KETTLE COVER
A kettle cover that is made of hard, thick aluminum lasts a lifetime. The ebonized knob is heatproof and well riveted with an aluminum rivet that never rusts nor comes off.



PRESERVING KETTLE
An aluminum preserving kettle has exceptionally good qualities. The heat is distributed evenly over the entire utensil, and stirring is, therefore, not necessary, and the foods do not burn. Aluminum is not affected by the acids of fruits.



COMBINATION COOKER
This combination makes an excellent cooking outfit. Its odd uses are not filled so well by any other utensil. The ears of the kettle are of a special improved design, holding the bail in an upright or lowered position as desired.



SELF-BASTING ROASTER
Delicious, well-browned, juicy roasts are the result of this roaster. Perfect self-basting is produced by the steam condensing on the cover and dripping back over the roast, thereby making it juicy and appetizing.



CASSSEROLE OR BAKE DISH
An ideal pan for baking apples, beans, escalloped potatoes, macaroni, and similar foods.

ALUMINUM FOUR-PIECE Combination Cooker



This Cooking Set has more uses and advantages than any other similar set on the market. The combinations which can be formed are very practical and serve excellently for every meal of the day. All the pieces are uniform in size and match together very snugly. The bails of the inside pans may be detached if desired. The capacity of the outside kettle of No. 147 is six quarts, and each of the inside pans holds 2½ quarts. The capacity of No. 145 is two quarts outside pan and one quart inside pans. They are highly polished on the outside, while the inner surface is our Ex-Ray finish.



CEREAL COOKER OR DOUBLE BOILER
This large double boiler will not scorch your rice or cereals and you don't need to stir them. It may also be used for steaming vegetables in the upper pan while soup or potatoes are boiling in the bottom.



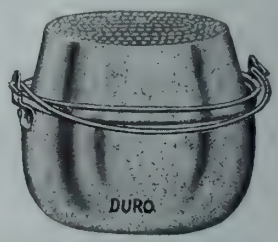
STRAINER OR COLANDER
It is very handy to rinse berries, lettuce, etc., with this strainer. It also serves as a colander.



CONVEX KETTLE
This attractive Convex Kettle is unexcelled for cooking and stewing vegetables. The bulged sides are a big advantage as they make it easy to pour liquids from the vegetables. They prevent the food from sliding out when the kettle is tilted to drain off the liquid. When used as a Windsor Kettle, it turns out delicious pot roasts without grease or water.



STEAMER SET
This combination is exactly what you need to properly steam potatoes and corn on the cob. The pan is large enough to contain a large meal and the perforations throughout the entire bottom insure uniform and thorough cooking.



CORN POPPER OR CORN FLAKE TOASTER
How often it happens that you need a utensil to do such odd little things as popping corn, restoring the crispness to corn flakes, roasting coffee, etc. This answers these purposes nicely.

YOUR JOBBER CAN SUPPLY YOU

MADE IN CANADA BY

W. D. SHAMBROOK & CO.

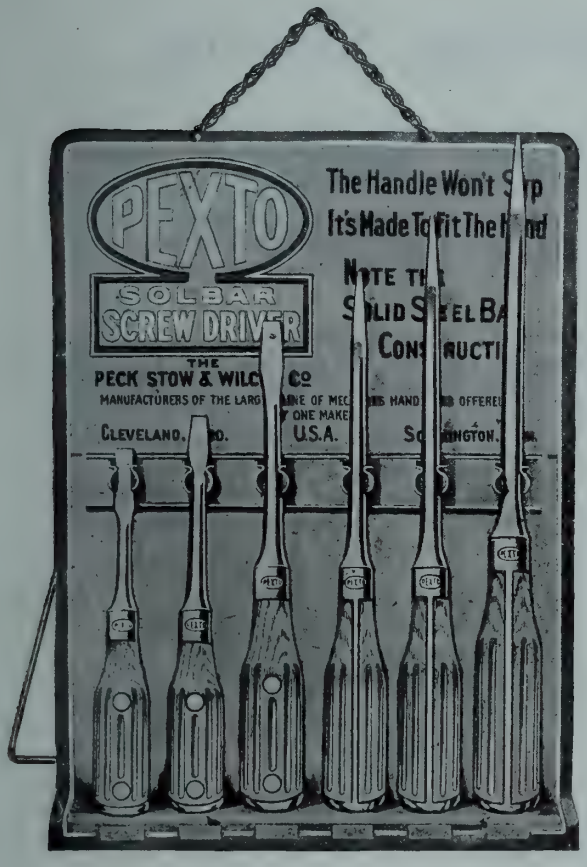
HAMILTON, CANADA

REPRESENTATIVES:

A. T. Chambers, Vancouver.
L. T. Walls Sales Ltd., Winnipeg.
F. B. Wilson, 33 Maitland St., Toronto.
J. R. Anderson, 36 St. Dizier St., Montreal.
Armstrong & Patterson, St. John, N.B.



Stimulate Your Screw Driver Sales



A Pexto Screw Driver Display on your counter or showcase will sell many screw drivers with little sales effort.

The new No. 3 Solbar Screw Driver is of *solid steel* construction. The bar extends the entire length of the tool, making it one of the strongest screw drivers on the market.

It is fitted in the round fluted wood handle scales, held securely in place by two heavy flush rivets.

This style handle fits the hand perfectly and gives a *positive, continuous* grip.

It is the only tool of its kind with a heavy bevelled shoulder, which prevents the hand from slipping down the rod.

Finished in natural wood, it is an exceptionally attractive tool, and its sturdy make-up will appeal at once to mechanics and automobilists.

Our machinists' screw driver has a square shank which permits using with a wrench.

Carpenter's and cabinet styles made in sizes from 2″ to 12½″.

Send for a supply of folders, describing entire line of screw drivers.

PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.



The Evening Dress Shave

There is a certain amount of pride in all men. They are especially anxious to look spick and span in their "best" clothes.

And while clothes do not make the man, a good, clean, comfortable shave is important to his appearance and his disposition as well. Happy the man whose razor does not put him in a bad humor.

More and more, men are coming to realize that they do not have to go to a barber for the kind of shave that makes them put their best face forward. They know that there is a Genco Razor that will shave **them.**

Dealers that sell Genco Razors sell more than so many pieces of cutlery for so much money. They sell shaving service.

Every Genco customer is a satisfied customer. He is so pleased with his purchase of a Genco that he swears by the dealer who sold it to him. He gets to calling the dealer's store "my store."

Sell Each Customer The Razor That Will Shave HIM

Display a Genco Assortment in your store. The ideal stock unit of Genco Razors is a Genco Display Assortment. Each assortment contains razors for every kind of beard and skin with a handsome display cabinet for the cutlery department.

Ask your jobber for prices on the several Genco assortments. If he cannot supply you, write us.

Genco Dealers are furnished with window display material, booklets, salesmen's guide charts and newspaper electrotypes free.

GENEVA CUTLERY CORPORATION

159 GATES AVE. GENEVA, N.Y.

WINNIPEG: 332 BANNATYNE AVENUE

If interested tear out this page and place with letters to be answered.

TABLE CUTLERY

CELEBRATED I-XL QUALITY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

LIMITED

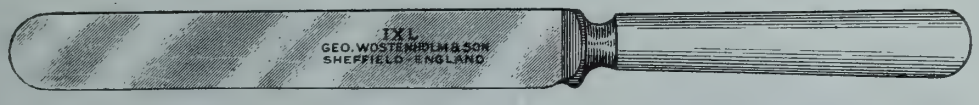
SHEFFIELD - ENGLAND

No. 2589



No. 2589 Table knives, also made in dessert size, with square grained celluloid handles, highly polished blades.

No. 5366



No. 5366 Table knives, also made in dessert size, with oval grained celluloid handles, hollow bolster, highly polished blades.

No. 5373



No. 5373 Table knives, also made in dessert size, with oval grained celluloid handles, waterloo bolster, highly polished blades.

Wostenholm table cutlery is sold with a positive guarantee on every blade and every sale means a satisfied customer.

Our workmen are of the most skilled in Sheffield, the tempering, grinding and finish therefore is brought to the highest point of efficiency.

The handles are of the finest selected grained celluloid, secured in such a manner as to assure their being fast.

SELLING AGENTS FOR CANADA

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

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The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by the American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them.

"Armco" Ingot Iron Galvanized Sheets
"Armco" Ingot Iron Black Sheets
"Armco" Ingot Iron Blue Annealed Sheets
"Armco" Ingot Iron Tank Plate
"Armco" Ingot Iron Alloy Coated Sheets
"Armco" Ingot Iron Enameling Sheets
"Armco" Ingot Iron Polished Sheets
"Armco" Ingot Iron Furniture Sheets
"Armco" Steel Alloy Coated Sheets
"Armco" Steel Electrical Sheets
"Armco" Steel Automobile Sheets

These High-Grade Specialty Sheets for exacting users enter into the manufacture of many different articles, whose makers put their sheet metal problems up to Armco. We are at your service.

MANUFACTURED BY

The American Rolling Mill Co.

Middletown, Ohio.



Story for Week Dated January 15, 1921 Being No. 40 in the Series

How a Puff of Air Helps to Make an Eddy Co. Paper Bag

WHEN a little paper bag won't open its mouth to receive the goods it is to contain, the retailer blows it. Curiously enough air pressure has a good deal to do with the making of paper bags. It is perhaps not surprising, then, that they obey a puff of air also in the retail store.

When fed into the bag making machines, the paper from the specially made rolls is gummed on one side with a very pure starch paste, and then quickly caught by steel clutches and folded into the square shape of the well-known Eddy Company bag. There is now a square tube of paper in the machine, and it hurries rapidly on its way to the finishing process.

The sides of the bag as you remember are tucked neatly in. This effect is instantly produced by air suction which draws the paper tube in just as far as required. Meanwhile with lightning-like rapidity the bottom of the bag is being adroitly folded in by steel fingers, and securely fastened with paste.

Down comes the pressure of a rhythmical machine unit, and the bag flattened out neatly as you will receive it, is cut off from the tube with a serrated edge, and passes off to join the pile of those made ahead of it. The whole process takes only the fraction of a second, but it is accurately done in that time, and the bags are counted as made, the machine ringing a bell at every twenty-five. The girl in charge watches the output, and the processes of the machine, and any bag having the tiniest flaw or imperfection is discarded.





If interested tear out this page and place with letters to be answered.

Product-
Publicity-
Prestige-



FROST FENCE dealers have not only the advantage of a superior product in making sales, but they have also an up-to-date, enterprising manufacturing organization at their back.

Are you reaping the full benefit from the Frost Fence "name" and Frost Fence advertising? Are you prepared to supply the demand created by this prestige of name and publicity?

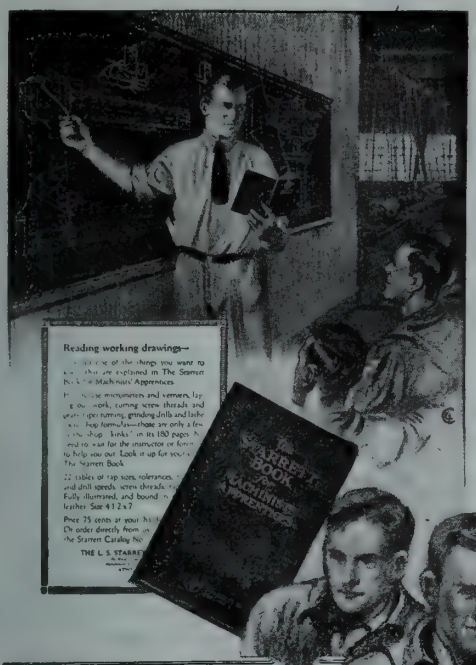
Carry a stock of *Frost Fence*. Your customers know its superior qualities. They have read of its strong points and are ready to be convinced and to buy when you show the product. Increase your "satisfied customer" business by handling this sturdy, neat and truly economical fence.

Every owner is a *Frost Fence* booster.

Frost Steel & Wire Co., Limited

Hamilton, Ont.

If interested tear out this page and place with letters to be answered.



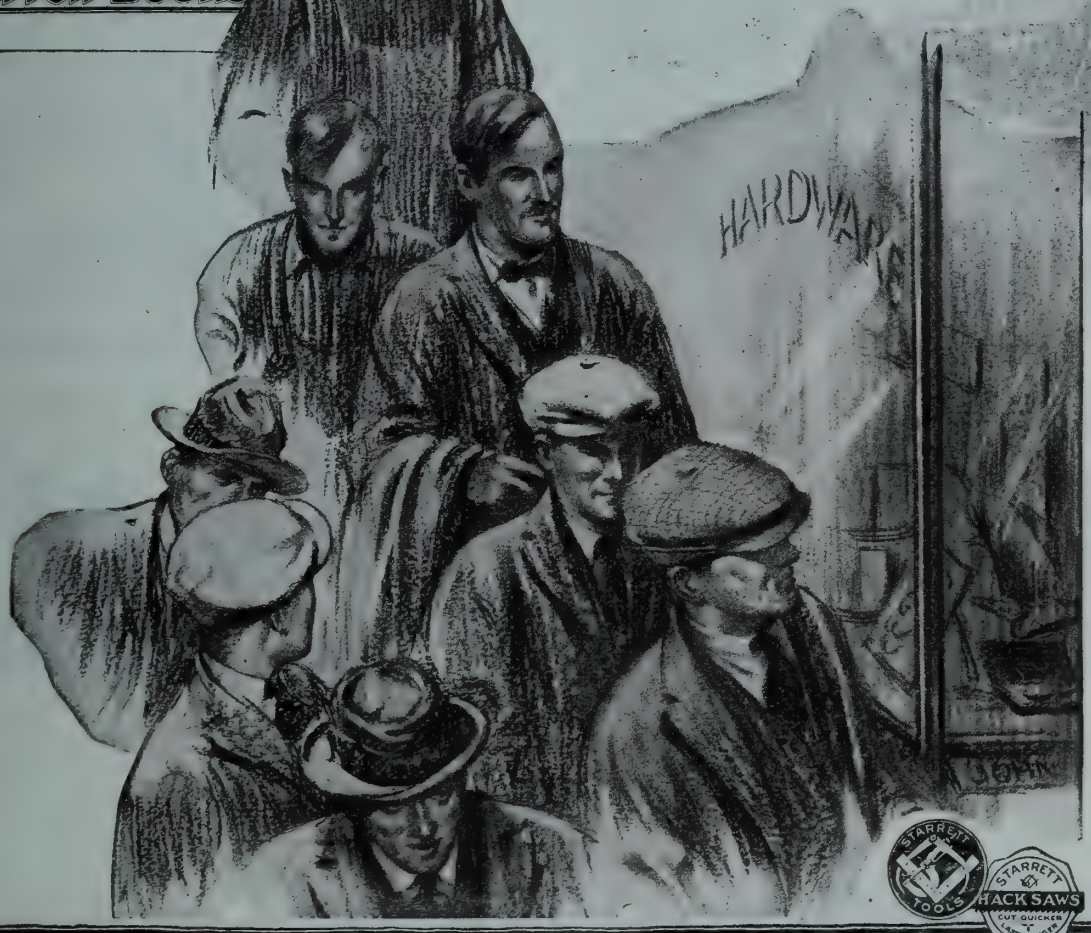
Starrett Books

STARRETT Books have done more to help dealers sell Starrett Tools than any other Starrett dealer help.

The apprentice of today is the machinist of tomorrow. "The Starrett Book for Machinists' Apprentices" teaches him not only how to do his work and how to handle his tools. It teaches him, too, how to appreciate the qualities of Starrett Tools. Every Starrett Book that goes into the pocket of a machinist or an apprentice further paves the way for the sale of Starrett Tools.

THE L. S. STARRETT COMPANY

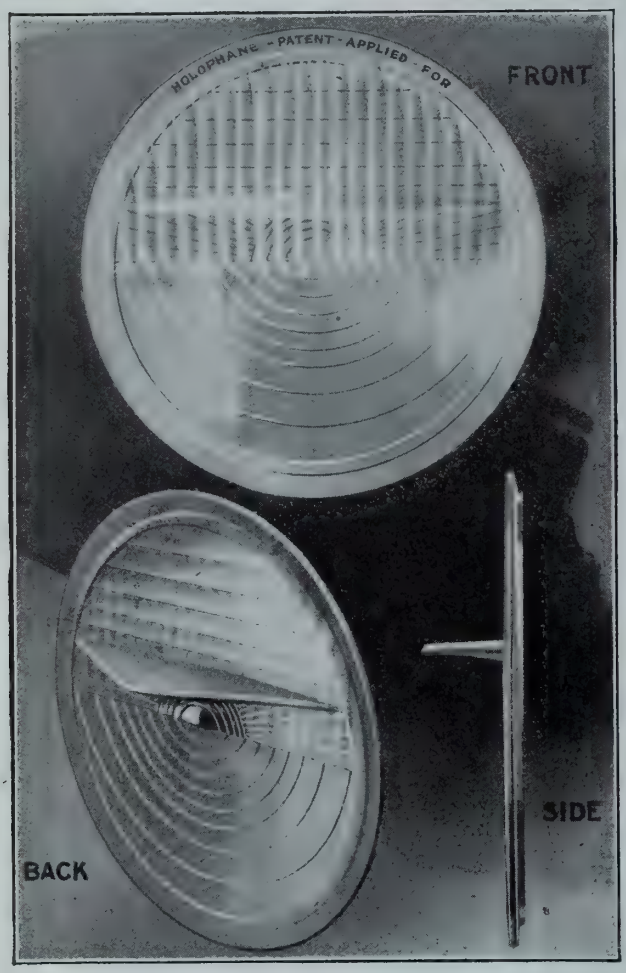
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Sell Starrett Tools

42-134

If interested tear out this page and place with letters to be answered.



Within the Law

THE salient points of the Holophane Lens:

1—It bends down the concentrated searchlight beam below the 42-inch line, preventing glare.

2—Lights the road 500 feet and more ahead of the car.

3—Provides ample light directly in front and to the side of the car, enabling the driver to easily see the curb, ditches and passing vehicles.

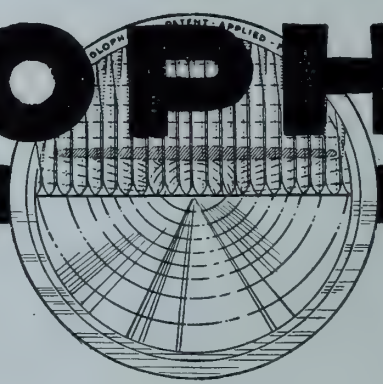
4—It places the oncoming driver in the glareless shadow of the Fin.

Holophane Lens have been approved by the Department of Highways of the Ontario Government. The Anti-Glare Law is to be enforced this winter. Equip your car with Holophane, "The Lens with the Fin."

"Tested for Service"

Ask Your Garage Man

HOLOPHANE



THE LENS WITH THE FIN

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.



SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sad-irons.

To a woman who has never owned an electric iron it is a specialty —and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact, it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA

Canadian General Electric Co., Limited

Head Office ; TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

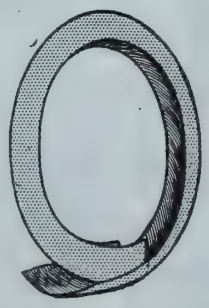
If interested tear out this page and place with letters to be answered.

"Gutta Percha"
Automobile Accessories

AJAX PATCHES
for
PERMANENT REPAIRS

For permanent repairs to tubes there is nothing so quickly applied as an Ajax Patch. An Ajax outfit and your own two hands are all that are required. You can use the tube immediately. The Ajax Patch will not pull or creep with friction.



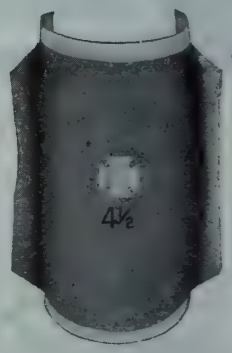


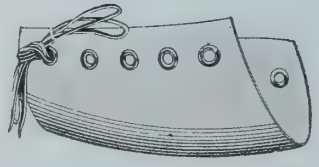
For the motorist whose casings are wearing down. When blowouts become increasingly frequent he will be glad to buy the "Gutta Percha" Interliner, because with it he can drive his tires to the last mile. They strengthen the weak spots and almost eliminate blowouts.

"Gutta Percha" INTERLINERS
Prevent Blowouts

BLOWOUT PATCHES
for
Blowouts and Rimcuts

Suitable for either a blowout or a rimcut. The Patches have an exceedingly smooth lining, and the ends are feather edged to prevent the tube from being chafed or pinched. These are the most satisfactory patches yet devised.





An invaluable aid in preventing cuts or breaks from extending further until a permanent repair can be made. Fitted with heavy brass grommets and a strong leather lace.

LACE-ON BOOTS

Gutta Percha & Rubber, Ltd.
HEAD OFFICES AND FACTORY: TORONTO
Branches in Leading Canadian Cities

If interested tear out this page and place with letters to be answered.

DU PONT THE STANDARD SHOTGUN POWDER

The Du Pont Plan for Reducing Your Inventory on Shotgun Shells

IN these times no one can afford to give shelf-room to "slow-movers."

The Du Pont plan *advocates the elimination of all shell loads except those in active demand* with the great majority of shooters. This cuts out all "special" loads that tie up space and dollars, and provides highly concentrated stock that can be turned over rapidly and completely.

The loads themselves are listed below. They are the very best that our experience of over a century can produce, and will satisfactorily meet all requirements in all sections of the country. Last fall practically every sportsman's magazine carried our message to the shooter, to ask his dealer for shells from this table. This campaign will be stronger than ever in 1921. Bear this in mind when ordering your stock for the coming year.

Most Shooters Use Du Pont Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛	6, 7 or 7½
Pheasants	3	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	3½	1⅛	4, 3, 2, 1 or BB
Wild Turkey	3½	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛		1⅛ or 1¼	7½ or 8

Facts that Every Dealer Should Know about Du Pont

"Du Pont" has the largest sale of any powder made.

* * *

—because it gives the highest velocity.

* * *

—because it gives the closest patterns.

* * *

—because it develops the lowest initial pressure which means less strain on the gun.

* * *

—because it is the cleanest burning powder made.

* * *

—because it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.



If interested tear out this page and place with letters to be answered.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

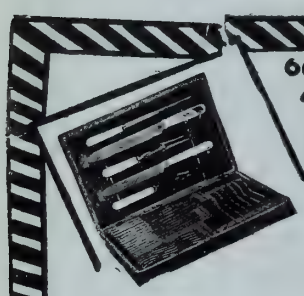
Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.
Ask Your Jobber.

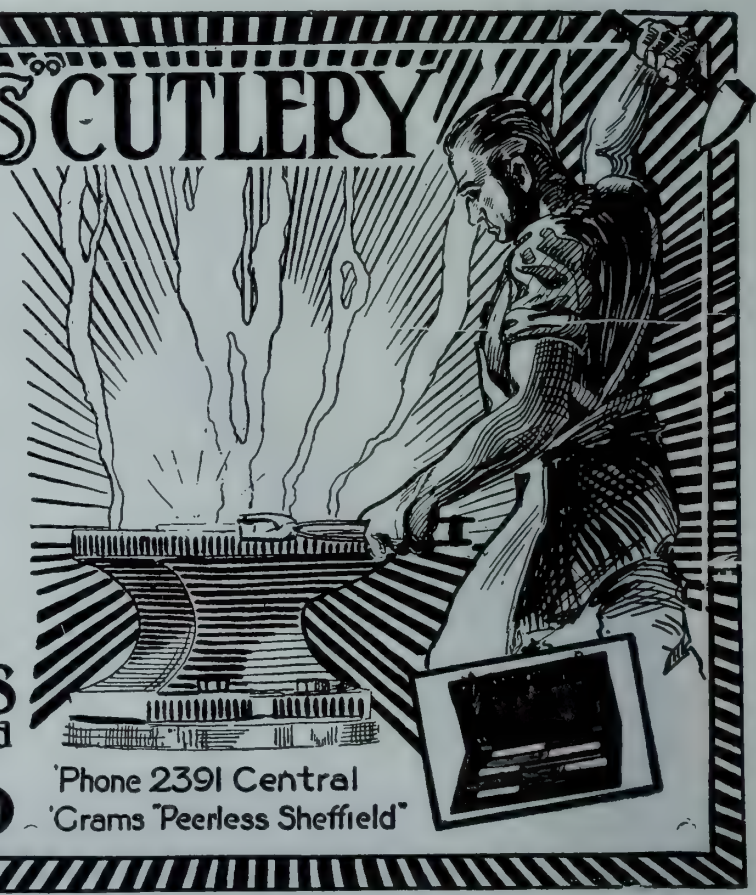
P X H

IMPERIAL

INGERSOLL



"PEERLESS" CUTLERY



FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

THAT THREE FOURS AXE



WILL SURE BEAT ANY OTHER PAIR

JAMES SMART PLANT
BROCKVILLE - - CANADA

If interested tear out this page and place with letters to be answered.

English Trout and Salmon Flies



A Sign of Quality.

GOOD English trout and salmon flies are scarce. Production has not yet caught up to the market. Hardwaremen handling fishing tackle had better order from us, and order right away.

You may confidently leave the assortment of patterns to us. We know what your district needs

NOTE.—We specialize on rod-repairing.



A Sign of Quality

Allcock, Laight and Westwood Co.

Tackle Exclusively **Limited** **Established 1800**

Canadian Headquarters for High Grade English and American Fishing Tackle

70 King Street W. - Toronto, Ont.

Branches throughout the World.

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

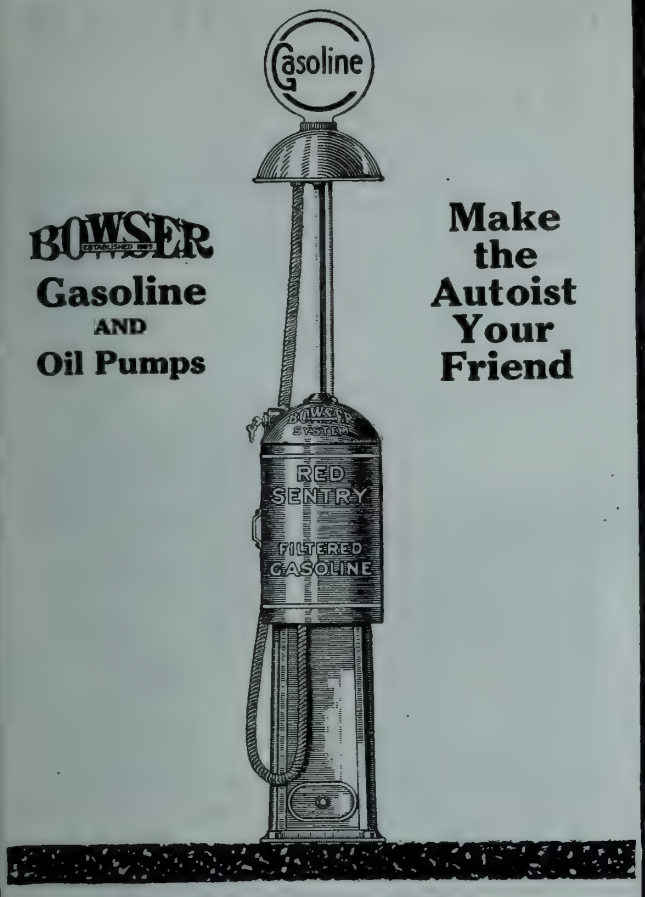
ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON **MONTREAL**

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BOWSER
Gasoline
AND
Oil Pumps

Make the Autoist Your Friend

Bowser Pumps will bring the autoists to you for gasoline and lubricating oils.

This gives you your opportunity to supply the autoists' needs for tires, accessories, repairs or storage.



Bowser Business Building Pumps

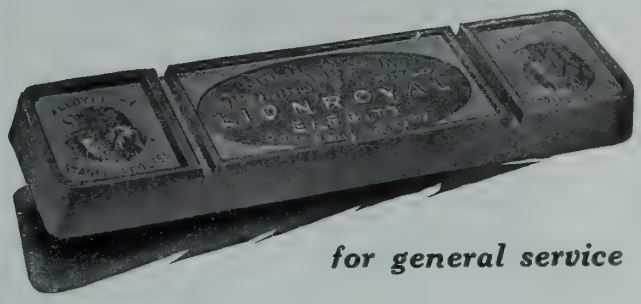
Our literature tells how others have increased their business and profits by use of Bowser Storage Systems.

ASK US TO SEND IT TO YOU. NO OBLIGATIONS

S. F. Bowser Co. Ltd., Toronto, Canada

Sales Offices In All Centers Representatives Everywhere

"Alloyed under the Stanley Process"



for general service

Lionroyal

Made in Canada

This BABBITT Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost—it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

Buried in Burning Coal For 18 Hours!

A recent report from one of our largest Chartered Banks says:

> **"During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."**

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.

Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for filing.



J. & J. Taylor Limited

TORONTO SAFE WORKS

Toronto - Ontario

BRANCHES:
Montreal Winnipeg
Vancouver

MAYHEW MADE TOOLS ARE RIGHT

No. 811 Small Screw Drivers on an Easel

Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality and modestly priced. They have tool steel blades *hammer forged,* nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters.

Order a two-dozen carton today.

At your jobber's—or
MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building, Toronto, Canada

No. 811 Small Screw Drivers



MAYHEW

"Every blow of the hammer refines the steel"

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

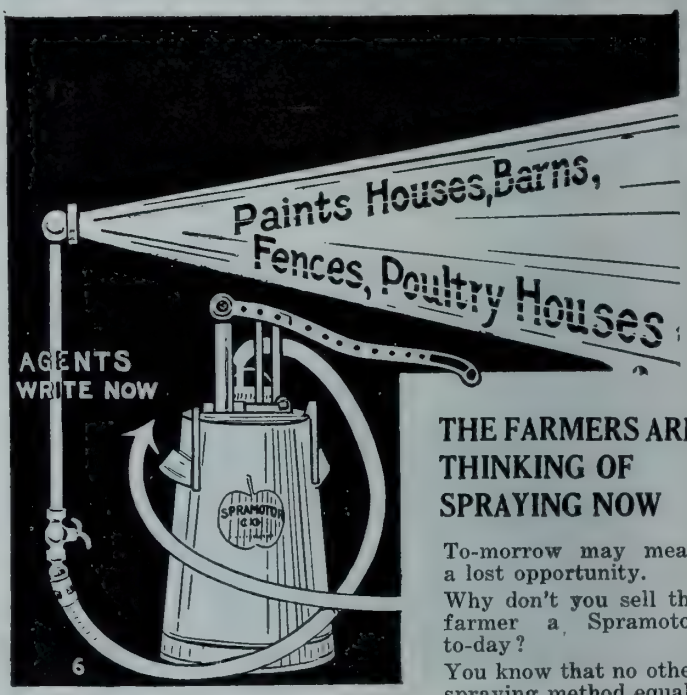
Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.



THE FARMERS ARE THINKING OF SPRAYING NOW

To-morrow may mean a lost opportunity.

Why don't you sell the farmer a Spramotor to-day?

You know that no other spraying method equals the Spramotor method for spraying and for painting or white-washing.

Write to-day for illustrated catalogue. If you are a live-wire dealer we'll want you for our agent—and you'll want us.

SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor

It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE

Sheet Metal Working Tools

Production and Labor Costs

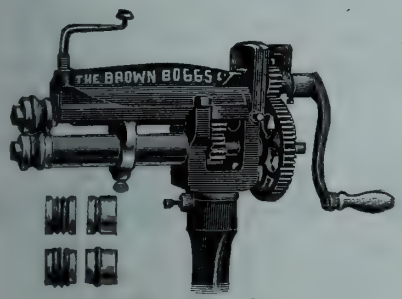


Circular Shear

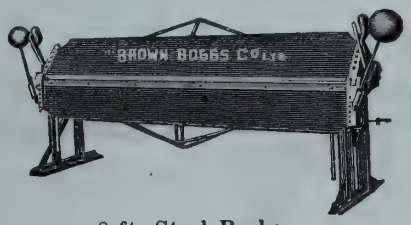
Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.



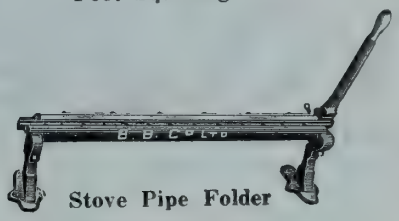
Foot Squaring Shear



No. 3 Beader



8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Canning and Evaporating Machinery

WHEN EVERY PUBLISHER has a complete and efficient system of records and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS
Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

Wrico FOUR CROSS X.X.X.X. Wash Boilers

Flat Tinned Iron Bottoms Copper Pit or Flat Bottoms
Varnished Wood Handles—Hook Ears—Strong, durable beaded covers, deep rimmed, retinned.



No 8.
Size of body
Length - 23 in.
Width - 12¼ in.
Height - 13¾ in.
Weight each 10 lbs. 6 oz.

No 9.
Size of body
Length - 24 in.
Width - 12¾ in.
Height - 13¾ in.
Weight each 11 lbs.

Compare the size, weight and quality with any other boiler on the market. The "Wrico" is larger, heavier and better value.

E. T. Wright CO., Ltd., Hamilton, Canada

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

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TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

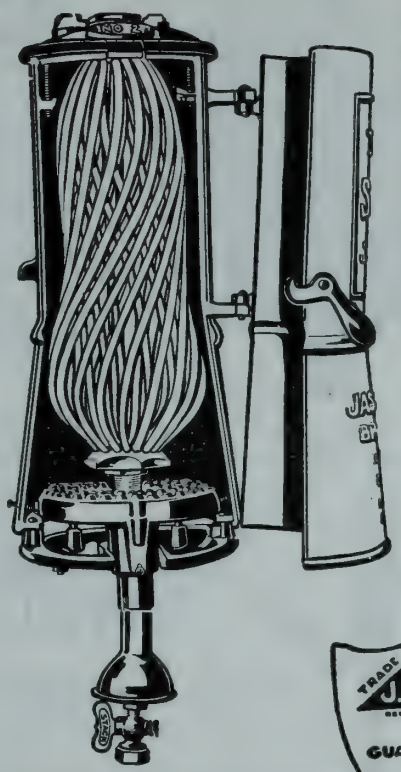
The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with a smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



HORSE BLANKETS

Imperial Brand

The new line of this famous old brand is now being shown for 1921—new patterns in Jute, Duck, and Kersey Horse Blankets. We are paying particular attention this year to the QUALITY of the LINING. Imperial Brand Blankets will be of the same high quality throughout, in material and workmanship, that has made them so popular with the trade in the past.

Manufacturing Facilities for 1921

In 1920 we added to the splendid facilities already at our mill in Whitby, the machinery and equipment of the E. N. Heney Co. This greatly increased capacity will enable us to handle promptly all demands.

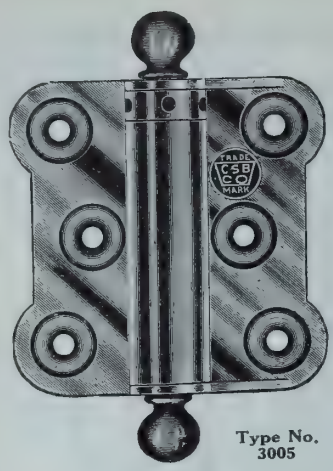
Imperial Brand Blankets Are Easy to Sell

SAMUEL TREES & COMPANY, LIMITED

Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. E., TORONTO **Mill: Whitby, Ont.**

If interested tear out this page and place with letters to be answered.



Type No. 3005

TRADE
CHICAGO
MARK

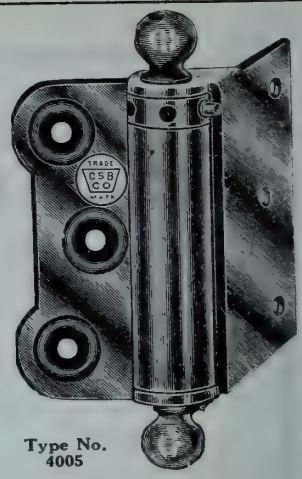
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The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



Type No. 4005

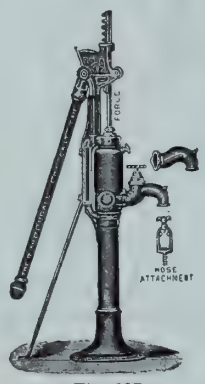


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

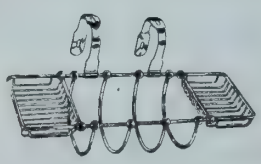
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Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

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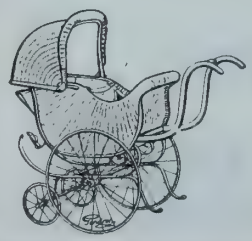
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BABY CARRIAGES

and

CHILDREN'S VEHICLES





THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

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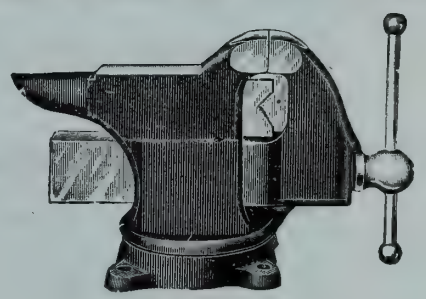
of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

ROCK ISLAND VISES
A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

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Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

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113 Chambers St.

CHICAGO
180 North Market St.

If interested tear out this page and place with letters to be answered.

Ruberoid Builds Business

A large proportion of your trade demands the best prepared roofing. With Ruberoid in your roofing department you attract customers who are also buyers of hardware and other building materials of the best quality.

The reputation of Ruberoid has been well earned. It has stood the test of time (the only real test of any roofing) on all types of buildings under diversified weather conditions for more than a quarter century.

STOCK RUBEROID NOW. You can thus reap the benefit of the most extensive roofing advertising ever carried out in Canada. Ruberoid Dealers everywhere are increasing their roofing sales, eliminating complaints and adding to their prestige as dealers in high-grade building materials.

THE STANDARD PAINT COMPANY
OF CANADA, LIMITED
52 Victoria Square, Montreal, Que.
WINNIPEG TORONTO VANCOUVER HIGHLANDS
Makers of



RU-BER-OID
ROOFING



There is but ONE RUBEROID—Look for the Man on the Label

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, JANUARY 15, 1921 No. 3

CONTENTS

Too Much Publicity re Price Reductions 35-36
Turn on Power and Electrics Will Sell 37
Price Reduction Brings no Relief 39
Practical Sheet Metal Work 40
Eastern Ontario R.M.A. in Convention 41
Editorial Comment 42
Merchants Protest Against Metric System 43
Complete Program For O.R.H.A. Convention 44-45
News of Western Canada 46-47
Events in the Trade 48-49
Twenty Years Ago 50
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburgh 51-57
Readjustment—and the Paint Department 58
Belgians Undersell British Glass Rivals in Canada 60
Sends Paint Message on Blotter 62
Weekly Paint Markets 64-66

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President.**
H. V. TYRRELL, General Manager.

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Appliances That are Judged by What They Can Do

WOMEN judge **stores** most often by the lines that are carried in stock.

And they judge the **lines** by the satisfaction they give.

Stores that carry the New Canadian Beauty Appliances are better patronized—because Canadian Beauty Appliances have been bought by women, tested thoroughly and have given service **absolutely up to their highest expectations.**

The New

Canadian Beauty Electrical Appliances

please purchasers in every way—appearance, performance, length of life and usefulness—in fact, every article in the entire line meets the most exacting requirements of all women.

The public are keenly interested in electrical appliances. The public realize the immense advantages of the electric iron, the toaster, the grill, the heater, the percolator, etc.

Men and women are beginning to discriminate among the different brands of appliances, *and in this shuffle the Canadian Beauty line has received a very large share of the public preference.*

Our heavy national advertising is making its influence felt. *Have* ***you*** *benefited any?* Or are you carrying a less popular and less advertised line?

As you know, people are no longer buying in a haphazard fashion.

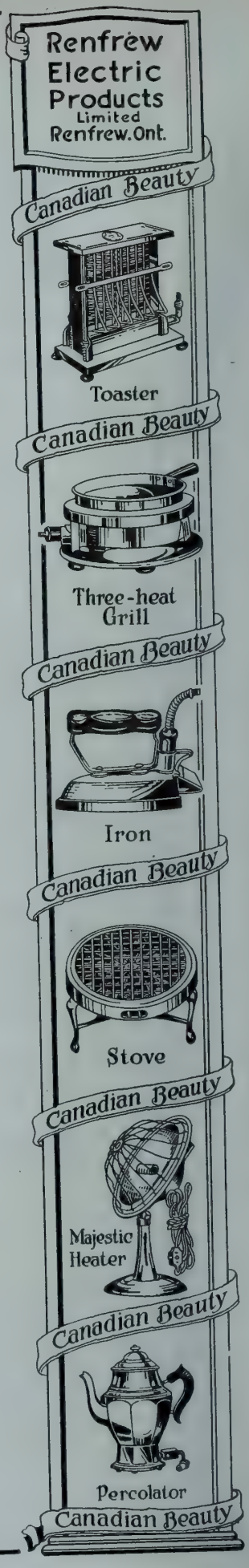
In the New Canadian Beauty appliances the public get service, durability and smart appearance.

It is a line rich in selling talk—real, truly, honest-to-goodness selling talk.

Order from your nearest jobber or write us direct—tonight.

RENFREW ELECTRIC PRODUCTS LIMITED

TORONTO RENFREW, ONT. WINNIPEG



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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, JANUARY 15, 1921 No. 3

"Too Much Publicity re Price Reductions"

R. Hawkins, Smiths Falls, Ont., Says Merchants Err in Advertising Sweeping Reductions—"Only Fair to Expect Some Losses After 1915 and 1916, Says C. W. Bennett & Son, Gananoque, Ont. —Interesting Opinions of Hardware Merchants on Conditions.

SOME idea of conditions as they are affecting hardware merchants in various parts of Canada, and steps being taken to overcome the difficulties of readjustment, can be seen in the written experience of a representative group of hardware merchants as reproduced herewith. Merchants in the farming districts report the decrease in business partly due to the tendency among farmers to hold up grain crops for higher prices. Questions as to whether it was thought necessary to reduce prices to stimulate buying, as to whether a reduction to rock bottom prices immediately would be a better stimulant to business than gradual reductions, as to whether it is necessary to accept a loss to move present stocks, as to the business outlook and means to revive trade if dull, as to credit business and tendency to curtail credit accounts, were replied to with a number of good suggestions as outlined herewith.

Price Reductions Defer Buying—R. Hawkins, Smiths Falls, Ont.

Mr. Robert Hawkins, Smiths Falls, Ont., does not believe it good policy to make price reductions to encourage buying because this policy prompts buyers to defer buying pending further reductions. A well assorted stock in moderate quantity is advocated, particular care being taken to see that local requirements are taken care of. Speaking further of price reductions, Mr. Hawkins states, "I believe it is an error on the part of many retail merchants to advertise so extensively sweeping reductions in prices, as this encourages the public to defer purchases pending further reductions. This will not only deny merchants profits to which they are entitled but in the end they will find themselves with no more money in hand than if the policy of gradual reductions had been more generally adopted."

Price reductions in the same proportion as the advance made a few years ago, are advocated by Mr. Hawkins in order that business shall not be endangered. He believes that the outlook for business is good if the public will pursue a steady, sane policy. Merchants need not, in his opinion, take any losses to move present stocks.

Rural Districts Not So Much Affected—Brampton Hardware Co.

Steps to curtail credit even though collections have been fairly good, are being taken by the Brampton Hardware Co., Brampton, Ont. It is not thought that losses will be necessary to move stocks, particularly if the policy of carrying a minimum, well assorted stock is followed. The opinion is expressed that the large manufacturing centres are more affected by such conditions than are the rural districts. Reduction of prices on present stocks is not thought necessary to stimulate trade.

Active Trade in Early Spring—May Bros., Toronto

Quiet business during the early part of the year and opening into a broad field of good business in the spring is the expectation of May Bros., West Toronto. Reduction of prices on some lines with conditions varying with certain merchants is thought necessary to stimulate buying, though a gradual reduction is preferred. On some lines such reductions might entail an actual loss. A complete stock with smaller quantities of each line is advocated. Collections are said to be good and steps are being taken to curtail credit accounts.

Well Assorted Stock of Staples—G. F. Potter Kitchener, Ont.

A well assorted, minimum stock of staple lines is advocated by George F. Potter, Kitchener, Ont. Collections are fair but credit is being curtailed. It is not thought necessary to reduce prices on present stocks to move them and a gradual reduction is preferred, in any event, to drastic declines. Speaking of means taken to keep trade active, Mr. Potter says "play the band and keep smiling."

Reduce Prices to Rock Bottom—H. W. Wilson, Paris, Ont.

H. W. Wilson, Paris, Ont., has experienced a decreased volume of business due to customers expecting lower prices. He is not of the opinion that price reductions are necessary to stimulate buying. A minimum stock to meet demands is advocated. Mr. Wilson is of the opinion that a reduction of prices to rock bottom immediately would be a better stimulant to trade than gradual reductions, though he does

not think it will be necessary to sustain any loss through this practice.

Must Adjust Labor Conditions First—Wells & Emerson, Pt. Arthur, Ont.

Wells & Emerson, Port Arthur, Ont., attribute the decrease in volume of business to unsatisfactory conditions as regards labor. They do not think it necessary to reduce prices to move stocks and advise a minimum stock principally composed of staple lines. Steps are being taken by this firm to curtail credit though collections are reported good. The opinion is expressed that a reduction to rock bottom prices would better stimulate buying than gradual reductions, providing labor was treated in the same manner. It may be necessary in some cases to accept a loss to move present stocks. The business outlook is expected to brighten as soon as labor conditions improve.

Advertising Overcomes Dull Trade—C. Murphy, Toronto

C. Murphy, Toronto, believes advertising is one of the surest ways of overcoming dull times. Collections are fair in his case, but credit accounts are being curtailed. He thinks it will be necessary to reduce prices on some lines to move present stocks and in some cases a loss might be entailed. He attributes a decreased volume of business to customers expecting lower prices.

Only Fair to Expect Some Loss—C. W. Bennett & Son, Gananoque, Ont.

Messrs C. W. Bennett & Son., Gananoque, Ont., report that fifty per cent. of their business is on credit basis and collections to date have been fair. A gradual reduction of prices is advocated in preference to a sudden drop. Dealing with the question of whether a loss should be taken to clear out some lines this firm states "It would only be fair to expect some loss after the years of 1915 and 1916." This firm sees nothing to worry about in the outlook for business.

Stoves, Auto Tires, etc., Slow Moving—W. J. Bell, Beeton, Ont.

W. J. Bell, Beeton, Ont., states that certain lines such as stoves, automobile tires, etc., are slow in moving because of the tendency to wait for lower prices. Speaking of price reductions Mr. Bell states, "I do not think it necessary to make drastic reductions. Moderate reductions would be healthy but large declines would have a bad effect upon retailers." He advocates carrying a well sorted stock of lines which are particularly in demand, according to the requirements of various communities. A reduction to pre-war basis would, he states, put many merchants out of business and this would in the end reflect on the general prosperity. "In some lines losses may have to be taken. Speaking personally I do not fear it and live merchants need have no dread of this," says Mr. Bell. He is of the opinion that the business outlook is bright, providing merchants do not get panicky. "I think a great deal of the business unrest is attributable to the daily press and if it was in some way stopped from talking of business matters it does not understand the general public would be less agitated."

OLD TIME HORSESHOE MAY SOON DISAPPEAR

London, England.—Elaborate experiments are going on here to find a type of foot gear for horses which, if successful, will make the horseshoe as it has been known for 1,400 years as extinct as the dodo. The present hard, flat pavements, designed principally to sustain motor traffic, present a surface on which ordinary horseshoes either slip or cause objectionable indentations, and so the authorities are joining the humane societies in trying to devise a new form. None of those so far tried out bears the slightest resemblance to the old symbol of good luck.

Food Prices Must Decline First—Cragg Bros., Ltd., Halifax, N.S.

Three or four hardware merchants in the Maritime Provinces state that business has decreased in volume. Cragg Bros. Co., Ltd., Halifax, N.S., are of the opinion that builders, by holding off awaiting lower prices for labor and materials, are partly responsible. This firm is of the opinion that food prices will have to be the first to decline if any general reduction is needed to stimulate buying. A stock of staple hardware goods is advocated. Collections are reported by this firm to be fair. It is their opinion that gradual reduction in prices is more desired than drastic reductions which might be disastrous. The opinion is expressed that retailers will be forced to take losses, at least on some lines, in order to readjust stocks to their correct relation to replacement values.

Outlook Good When Prices Stabilized—E. K. Spinney Ltd., Yarmouth, N.S.

E. K. Spinney Ltd., Yarmouth, N.S., have experienced a decrease in business volume due to customers withholding buying anticipating declines. It is not thought necessary to reduce prices to stimulate buying and a stock in quantity only to meet immediate requirements and goods of necessity should be stocked. A gradual reduction to normal price levels is advocated in the best interests of consumer and dealer. A loss will be taken on some lines if reductions are prematurely made. The outlook for business is thought to be good once prices are stabilized.

Business Revival in Spring—A. M. Bell & Co., Dartmouth, N.S.

That reduced profits, and not necessarily an actual loss will have to be taken on some lines is the opinion of A. M. Bell & Co., Dartmouth, Nova Scotia. This firm has had experience with customers holding up their buying anticipating lower prices. It is not thought by them to be necessary to reduce prices to stimulate buying. A varied stock with a reduction in size to meet requirements is the plan followed by this firm. Credit business is reported as fair with renewals increasing or more frequent. Reduction to rock bottom prices is not advocated. Referring to the outlook this firm thinks there will be reduced volume of business until spring when a revival is anticipated.

Collections Normal—K. Freeman, Bridgetown, N.S.

Karl Freeman, hardware merchant, of Bridgetown, N.S. has experienced no decrease in business volume and therefore does not think it necessary to reduce prices to stimulate buying. He is keeping his stock of staples well replenished. Collections are said to be about normal and no curtailment of credit accounts is being made. This merchant will add other lines if dull business makes it necessary, but so far such action has not been required. He states that his present stock is moving easily.

No Need to Take Loss—Lacroix & Leger Ltd., Montreal

Messrs. Lacroix & Leger, Ltd., Montreal, report that credit conditions are good and are of the opinion that a gradual reduction in prices will entail no serious disturbance of trade. A stock sufficient to meet requirements and varied in character is being carried and with such a stock this firm do not think it will be necesary for merchants to reduce prices or to accept any loss.

Opinions of western merchants will be found in the Western Section.

Gave Interesting Talk on Sheffield Plate

Chester Martin, who is an authority on Sheffield plate, gave an instructive and interesting talk to a Toronto audience upon the discovery and manufacture of Sheffield or copper rolled plate, as it was designated in the old days. This was said to have began about the middle of the 18th century. In 1742 a mechanic of Sheffield, named Thomas Bolsover, whilst repairing some cutlery, inadvertantly fused some silver and copper; believing he had discovered a method of plating sheets of copper with silver, he started to experiment and found he could shape the rolled plate into pieces having the appearance of those evolved from solid silver.

Later on John Hancock and other silversmiths demonstrated the possibilities of Bolsover's discovery, and factories were started.



Sales of lines shown in the window displays are invariably stimulated as result of this publicity, according to A. H. Bedard, hardware merchant, Montreal. Herewith is a sample window display in the Bedard store showing electric heaters, lamps, irons, percolators, grills, toasters, etc., effectively displayed along with other kindred lines. Mr. Bedard is a strong believer in showing electrical lines in use. This can be carried out in showing such lines in the windows as well. It will be noted the lamps are lighted. Price tickets are prominently shown on the heaters and other lines.

Turn on the Power and "Electrics" Will Sell

A Way to Create Sales of Electric Heaters Even When Customer Has No Thought of Their Need—Sends Appliances on Approval and None Returned Yet—On Good Terms With Opposition

IN A QUIET but effective manner, A. H. Bedard, 392 Victoria avenue, Westmount, Montreal, is creating a healthy demand for electrical goods—particularly for electric heaters. When the representative of Hardware and Metal stepped into Mr. Bedard's store and passed to the office, he looked quickly aside, as the warm rays from one of these heaters shed their cheering glow directly across that pathway. The idea seemed simple, but was unique, in that the heater was placed on top of a silent salesman. This shed the warm rays of the heater directly against the face, so that one must turn aside to see whence they came. Then—farther along, resting on a second case—there was another heater, also connected. This "did the trick," for, as Mr. Bedard remarked, "they do not know what struck them. Sometimes I arrange these so that they get the heat front and back, and then they have got to look around and enquire what it is. In nearly every case people are surprised that these heaters will deliver so much heat."

There you have this story in a nutshell—all accomplished by turning on the power and letting the current "burn up" a few cents per hour. It is considered mighty effective advertising—and is of a very direct nature.

In selling these heaters, Mr. Bedard has found development to be gradual. The average customer is not likely to make an outlay of from eleven to fifteen dollars for a specialty such as this—not without some persuasive salesmanship. But the type of salesmanship Mr. Bedard has found effective is not of the objectionable variety. Do you think it is? Listen!

"Take this heater home and try it. Keep it a week. If you want it, alright, we will bill it; if you do not, let us know and we'll send for it."

"And do they have you send for them?" queried Hardware and Metal.

"No," replied Mr. Bedard, "but once or twice they have asked us for a larger size. We have never had one returned yet, and even if it were, it would not be injured in any way. This plan works well with us."

Be Sure to Get This

There is one thing sure: Mr. Bedard takes no chances in selling anything electrical without making it plain to the woman of the house, or, for that matter, the man of the house, those things that should be clearly understood. This was illustrated.

"I sold a man one of these heaters a while ago and he took it home. I had cautioned him to not use it in that part of the house where an electric iron and toaster were receiving their current, as this would make the load too heavy and the plug might blow out and the lights 'go off.'

"I was called on the telephone afterwards by this customer and he wanted to know what I had sold him that kind of a heater for, etc., etc. Said their lights had all gone out after the heater had been attached a while and when he had called up a friend of his—an electrical man—he told him the heater must have short circuited.

" 'Now let me ask you a question or two,' I said. 'Where were you using the heater, in the front of the house or the back? Were you using a toaster? An electric iron?' The man thought a minute, and then was frank to confess that his wife had brought in a few little things to iron. This made an overload, with the results explained."

Of course, after this, the customer did not want the heater sent for. Had he followed the directions given when he made the purchase, he would have had no trouble. This shows the necessity of posting the customer very definitely when the sale is made. If necessary to link the heater up where other accesso-

ries are being used, advise a stronger plug.

Scared Prospects

Right along this line Mr. Bedard referred to one or two cases that had come to his notice, where women had been using electric irons, but who, on the advice of a salesman as to the great cost of "juice," when these were connected, had decided not to use them at all. After asking how many lights were used by one of these parties, and having ascertained their voltage, Mr. Bedard explained how the cost, per hour, of using the electric iron, was almost negligible. "And, madam," he added, "you must also remember that, once your iron is heated, you will have to disconnect it, unless you are ironing very heavy things. This means that you are not using nearly so much current as one might think; it means a big saving."

That is but a small part of the strong argument Mr. Bedard made as to the necessity of the salesman knowing what the voltage of an appliance is, what it means when related to the cost of the current, per kilowatt hour. Then there is no guesswork when the prospective customer wants to know just what the power company's invoice will total at the end of the month. "Some people are greatly surprised," he remarked, "when we tell them that it costs about two and a half cents an hour to operate one of these electric heaters."

"KEEP ON GOOD TERMS WITH OPPOSITION"

Mr. Bedard referred to the good relationship that he desired to maintain with his opposition. The only way, he asserts, to get along with one's opposition is on the basis of the best of understanding. "I let mine know that I want to get a fair price for what I sell, and that, if I haven't what a customer wants, I will, if possible, direct that customer to him for it. It is my business to look to the customer's interests and if I haven't what he wants, and my next neighbor storekeeper has, perhaps it will save my customer time if he can get it nearby. I often use the telephone just to see whether the desired article can be had there. It does me no harm, is helping my customer, and makes for a better feeling and spirit all around."

Other arguments are effectively used, as occasion may require, as in the very cold weather, when a customer cannot heat "that cold north room" just as comfortably as is desired. "One of these heaters will throw its heat fifteen feet, and placed in such a room it will supply just that heat which is so much wanted," said Mr. Bedard.

It is this closer personal interest, in explaining the how and why of these electrical appliances that is building satisfactory sales for the Bedard store. And the arguments which apply in the selling of heaters apply likewise with other "things electrical."

Other "Electrics"

Although Mr. Bedard has been doing business at this stand for only a few years, he is gradually developing sales on "things electrical." There are several straight electrical stores in Westmount, but there are always a number of one's customers who would prefer to purchase these goods where they are in the habit of buying their hardware regularly. Therefore, Mr. Bedard carries a line of toasters, chafing dishes, electric irons, and portable lamps. "The demand for lamps of the portable vari-

Some Effective Electrical Goods Advertising

ALL THE COMFORTS OF HOME

The electrically-wired house not only means more and better lights, but better facilities for doing many things.

Think of the joy of sitting down to an electrically-cooked breakfast, with everything—coffee, eggs, toast, bacon, all done just right.

Just right, nowadays, means that things are done electrically.

What Matters if the Fire Gets Low?

An electric iron can be attached to the electric light fixture in a jiffy and it will do the work in half the time and save a good many steps and cost less to operate than a coal stove.

COCHRANE HARDWARE LIMITED
Sault Ste. Marie, Canada

Does Your Husband Boast

of the Wonderful Strides Electricity Has Made to Lighten Work in the Business World?

Just up and ask him, "How about getting my washing done by electricity?" And if he's consistent, he will see to it that your household duties are lightened as much as possible. An Electric washer will save you endless effort and cut down the hours of bondage in the damp, steam-laden atmosphere of a crude, out-of-date wash day.

THE - - - - - - - ELECTRIC WASHER

Is a marvel of efficiency. It will wash anything from the heaviest blankets to the daintiest and most delicate wearing apparel. Space does not permit of our beginning to tell you of the great merits of the electric washer. We want you to see for yourself.

Come to our store and learn all about this washer from a demonstration. We can put one in your home right away.

Price - - -

OTTON HARDWARE CO. LIMITED
BARRIE
The Five Points Hardware

Samples of some effective advertising of electrical goods by Canadian hardware merchants. One points out the additional home comfort secured by the use of electric toasters, grills and other table appliances and the other deals with the labor-saving value of electric washing machines, putting the argument forth in a new light and one which would be apt to create a stir in the home where the husband acted in such a way as is outlined.

ety," he remarked, "begins after the people return from their holidays. When they begin to stay indoors they want a lamp that will give them a cosy feeling in the long evenings, and from now on, and until about February, the demand for these lines is more active."

Care In Selecting Auto Accessories

Automobile accessories, also, are being gradually introduced, but these are being selected with great care, for there is danger, Mr. Bedard thinks, in stocking lines that may prove to be dead stock, and therefore a decidedly poor investment, or even a waste of capital. But a line of staples, such as spark plugs, wrenches, pliers, lap rugs and so on is being stocked, and these are selling increasingly well. In such a location, with a large volume of the available trade of a household or domestic nature, it is felt that the best policy is that of carrying as wide a variety as possible, and this has fitted the local needs here admirably.

In speaking of display, it was remarked that when a line is being shown in the windows sales of that line invariably are stimulated.

Breaking New Ground

Mr. Bedard employs little slips when he desires to "break new ground" on a given article. For instance, he has developed sales in paints and specialties to quite an extent by giving a pointed message on a small blotter which will fit the ordinary business envelope. This, illustrated with a neat and effective cut, goes right where it is desired to make the right impression.

See Paint Department

Another one, used to acquaint the householder with the fact that moist air is better than dry, in the house, makes one or two pointed references to the Radiator Humidifying Pan. Of these sales have been increasing, and they are giving the users the best possible results.

For Health's Sake Keep Your House Moist

By Using the

RADIATOR HUMIDIFYING PAN

It will save your health, furniture and coal. Don't take our word for it, ask your doctor.

FOR SALE BY

A. H. BEDARD

HARDWARE

392 Victoria Ave. Mount 6312 Westmount

AT YOUR SERVICE

A sample of the message Mr. Bedard has printed on blotters or slips for enclosure in business envelopes or for enclosing in parcels. Each slip carries some important message direct to the place where it will do the most good. This one deals with the use of radiator humidifying pans, a line on which much information can be given to customers.

Price-Cutting Brings No Relief

Optimistic Note Sounded by Those Addressing Lewis Bros., Ltd., Convention in Montreal, Must Use Reason and Tact in Handling Present Situation—Gradual Reduction Predicted.

MONTREAL.—Lewis Bros., Limited, Montreal, have held what was probably the most successful sales convention in the history of the company, under the capable direction of John A. Frazer, sales manager. The keynote of optimism was expressed by all the speakers. The consensus of opinion was that there would be no radical decline in prices, but that while there will be adjustments to lower levels this will be gradual. It was pointed out clearly to the salesmen that every one should take careful stock of himself, and to turn right about face and adopt more resourceful methods to develop business; to get out of the rut of the order taker, it being shown that in so far as selling is concerned, it requires salesmen to get business now that the market has changed to a sellers' market.

Prominent Speakers

Some of the sessions were conducted by officers of the company, but one of the most outstanding features was that many of the sessions were addressed by men prominent in their respective lines of business, including the following:—F. W. Stewart, vice-president and managing director Cluett-Peabody Co.; J. T. Smith, secretary-treasurer of the company; Mr. Diplock, salesmanager The Steel Company of Canada, Ltd.; C. F. Vaughan, salesmanager Klaxon Company; A. F. Channell, Channell Chemical Co., Toronto; E. J. L'Esperance, manager Imperial Life Insurance Co.; Mr. Chandler, Brunner Mfg. Co.; Mr. Oxley, Canadian National Carbon Co.; J. Laporte, salesmanager, Laporte Martin; Mr. Marks, Montreal, manager Oneida Community Co.; Mr. Becher, advertising manager Gillette Safety Razor Co. of Canada; Messrs Armstrong and R. H. Dawson of the Gillette Company also spoke. Stuart Boa, Dominion Cartridge Co.; O. R. Harvey, Northern Electric Co.; H. K. Smith, Draper-Maynard Co.; W. D. Armstrong, R. H. Ingersoll & Bro.; Mr. Mellinger, general manager The National Acme Co.; Mr. McDonald, Bacon & Co. represented Butterfield & Co.; W. W. Lewis, manager General Asbestos Co.; F. B. Smith, Smith Hardware Co., Belleville, Ont.; P. W. Robinson, Frank Mossberg Co.; Mr. Mills, general manager Pressure Proof Piston Ring Co.; R. H. Walden, Champion Spark Plug Co.; D. Johnson, Canadian Stewart Speedometers; W. F. MacPherson, Secretary Ontario Retail Hardware Ass'n. Mr. Fraser spoke on the sale of accessories.

The convention was completed with a banquet, held in the rose room of the Windsor Hotel, at which the entire staff was present and a thoroughly enjoyable time was spent by all. After the dinner and speeches the tables were cleared from the centre of the room for dancing. Many of the ladies of the staff and some of the wives of the officers were present.

J. G. Lewis Absent

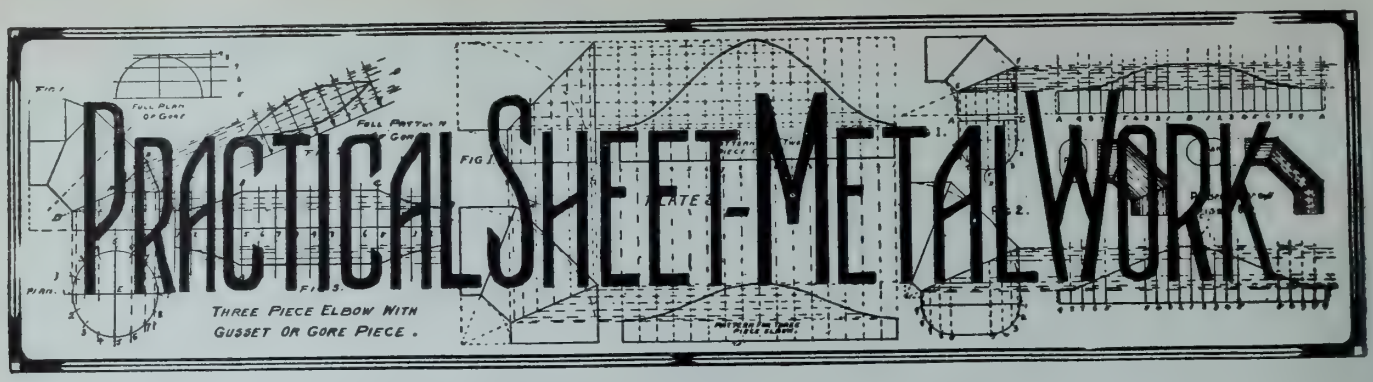
Mr. James G. Lewis, vice-president and managing director of the firm, was out of town and unable to be present at the banquet. He, however, forwarded a very suitable communication to the gathering, which was read out by Mr. Frazer. Regret was expressed at Mr. Lewis' absence, and his message was received very warmly.

W. F. MacPherson's Address

W. F. MacPherson, secretary of the Ontario Retail Hardware Association, was the principal speaker of the evening. Mr. Macpherson spoke of the multitudinous duties of the retailer in order to meet the requirements of the Income Tax Inspector and conduct his business as it should be. The execution of these duties brought the retailer into closer contact with the consumer than any other factor in merchandising, according to Mr. MacPherson, who pointed out that the present lack of buying interest was largely the result of a state of mind. He called upon retailers to dissipate any distorted pessimistic views.

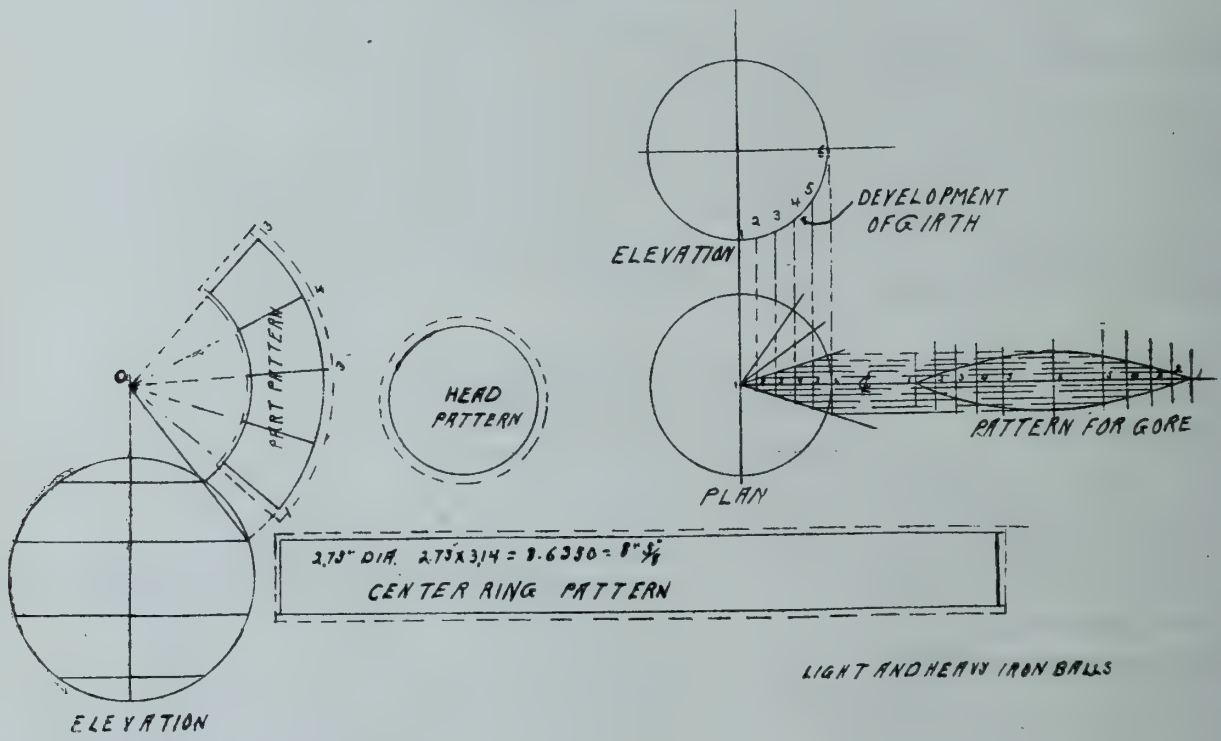
"I believe the hardware merchant will lend himself readily to any readjustment of values as fast as they occur and will hand them down," said Mr. MacPherson, "and from what I know stocks are not very heavy in any particular branch of the trade. Careful and judicious buying on the part of the merchant and careful and judicious selling on the part of traveling salesmen is needed. Hardware merchants would not know there

Continued on page 5



PATTERNS FOR SPHERES

By O. W. Kothe, Principal St. Louis Technical Institute and Instructor in the David Rankin, Jr., School of Mechanical Trades, St. Louis, Missouri.



WHEN a workman makes a sphere it often puzzles him which method to apply; the zone method or the gore method.

The zone method is the most suitable for all around work. It is easier to assemble, quicker, and is considerably stronger.

The gore method is generally made in so many pieces, that it is hard to put the curvature in the pieces, and this also helps to elongate the sphere from pole to pole, rather than absolutely round.

To set out the belt method, first draw the elevation and divide the body up so the middle belt will be a straight strip.

The other flaring belts are made the same as a funnel or any true flaring article and is described from o in this case. The dished top is set out equal to the radius of the slant height.

These belts must be bumped out to conform to the curvature of outline of elevation. A little edge is allowed; but lines are described so the belts can be held straight.

The circumference of the middle belt is made equal to the diameter of sphere times 3.1416, and is 8. 5.8 inches in this case.

The second belt is made to conform to this girth, and, after the belts are shaped up, it is often necessary to take up a bit of girth or layout one or the other belts a bit.

This is done so a snug fit is produced, and no buckles are forced in the one edge.

The gore method is very simple, a quarter of the elevation is divided in equal spaces and lines are dropped to the centre line of plan.

The mitre lines in plan are set apart at such widths as you desire.

That is, the ball is divided in say 12 equal parts, then one part would be straddled over the centre line of plan, and this is the gore.

From elevation drop lines to cut these mitre lines as shown. Then pick the girth from 1-6 of elevation and set it off as 1-1 in pattern.

Draw stretchout lines, and from each point in mitre lines project lines to intersect those of similar number in stretchout.

Trace a line through these points and the gore is finished. A small lap is allowed for soldering. Each gore is bumped to suit the curvature of ball.

Enough of these patterns are cut to make the ball, and all are bumped out, rounded out, and the gores are then assembled.

Eastern Ontario R.M.A. Convention

About Two Hundred Delegates Present—Sir Henry Drayton Addresses Delegates at Banquet—Strong Plea for Greater Organization by President Henry Watters of Ottawa

By Special Correspondent of Hardware and Metal.

UPWARDS of two hundred delegates attended the third annual convention of the Eastern Ontario and Ottawa District section of the Retail Merchants' Association of Canada held at Victoria Hall, Brockville, on January 11th and 12th. Many important questions bearing on the retail trade were dealt with, including a discussion on the form of taxation likely to succeed the abolition of the luxury tax. The convention unanimously endorsed the proposal of the Dominion Board that whatever tax is decided upon it should be imposed either at the point of importation or manufacture and that it be absorbed in the cost of goods quoted to the retailer and so collected as all other revenue is. The convention endorsed daylight saving, condemned false advertising and took steps to prosecute those who violate this law and set in motion machinery to manufacturers' sales in retail stores.

Address By Finance Minister

A feature of the convention was the address by the Minister of Finance, Sir Henry Drayton. Sir Henry courageously defended the luxury tax as a necessary measure to curb reckless extravagance and the purchase of luxuries and thanked the retail merchants of Canada for the inconvenience they had suffered in helping to lower the cost of living. Justifying the tax, Sir Henry pointed out that the index figure of commodity costs had dropped from 263 in May of 1920 to 234 in October. Having accomplished this, the tax was abolished. The Minister of Finance made a strong appeal for the discontinuance of unnecessary purchases in the United States so that the very unfavorable trade balance could be righted; and the convention subsequently went on record as favoring purchases more exclusively of Canadian or British goods.

The Opening Session

Mayor J. M. Dobbie, of Brockville, extended a hearty welcome to the delegates. In doing so, he referred to their growing strength as a factor in the business and political life of Canada and issued a timely warning that only by concerted, rather than independent action could they hope to accomplish their legitimate purposes.

Robert Craig, president of the Brockville Retail Merchants' Association, also extended a welcome and on behalf of the local Commercial Travellers' Association invited the attending delegates to make free use of their quarters while in the city.

Major Paterson, one of the oldest members of the R. M. A., in speaking of the work of the organization, expressed the opinion that the retail merchants of Canada as an organized body had a great future ahead of them. Only by a combined effort, by putting their shoulder to the wheel, could they get their just due. Their organization was only in its infancy. Members were gradually realizing its importance and were soliciting their brother merchants to become members, knowing that if every merchant in Canada were a member the association would wield a much greater power than it does. Every member would now admit that he was receiving much greater benefit through the association than was represented by the fee he paid.

Secretary E. M. Trowern, of the Dominion Board, said the R. M. A. had been started 25 years ago the coming November by five people. Today 87 people were giving their entire time to this work from the Atlantic to the Pacific. On a moment's notice they could now get in intimate touch with every province in the Dominion. Retail merchants were the largest tax payers of any class in Canada and, when properly organized, should be able to say to any provincial or federal government that a problem affecting their business should be settled either this or that way. Where would retailers have been today if they had not been able to say to the government that the luxury tax should be abolished? It had been abolished and other things detrimental to the retail trade must also be abolished.

President Watters' Address

President Henry Watters, of Ottawa, who presided throughout, addressed the convention briefly before it began its deliberations. The president said that the men they needed at the convention were not present, men who had made a success of their own business and did not feel the need of the association's assistance. Perhaps this might be said equally of men who had worked in the interests of the association for a quarter of a century. In the last analysis, each man must stand or fall by those qualities of head and heart with which he was endowed. All men, however, were not endowed with a high sense of rectitude and honor that they should have, and were not alive to spotting bad conditions of business or discovering obstacles in the way of successful merchandising. Members of the association were merchants who had discovered such obstacles and as thoughtful men were participating in the work of the organization.

Much more could be accomplished, said the president, if all merchants were members of the association. They could then be a greater factor in the molding of public opinion. Retail merchants should be the best organized body that could be had for the betterment of trade and trade conditions. He had no objections to Boards of Trade to look after local matters where there was no organized body of retail merchants. But he felt after many years of study that no body of men that does not represent in large numbers the activities of the retail merchants can accomplish those special objects which the retail merchants have in view. No one line of business could accomplish benefits for the whole retail trade; he had discovered this during the fight against the luxury tax, which was a problem for so many lines of trade. Their best interests as retail distributors could only be accomplished by such an organization as the Retail Merchants' Association covering the whole of Canada.

Ontario President Speaks

B. W. Ziemann, the Ontario president, referred to the great work which the association had to perform. As yet only a handful of the men in active business were organized. The real profiteers among merchants were those who were receiving all the benefits that had been worked out by the association but who were giving nothing or doing nothing to help its work and workers. It was not altogether their money that was needed but their influence on the commercial life of Canada if alive to the interests of the community at large. Men should be in business for the benefit of the service they can give to their fellow men, and so should do all they can to help their fellow men rather than give their whole time to the accumulating of a little money.

Treasurer's and Secretary's Reports

The report of the treasurer, T. W. Collins, showed a surplus of $610.03. The secretary's report appears elsewhere in this issue. Both reports were adopted.

Issue Price List Minus Luxury Tax

Oneida Community Ltd., Niagara Falls, Ontario, formerly published a price list showing net prices, and prices including the luxury tax to the consumer. Since the luxury tax is abolished, they have now issued a new net price list, blue in color and vest pocket size.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, JANUARY 15, 1921

A TRAVELER for machine tools and hardware supplies states that January business so far has been good, and there is every indication that it will become better. He pointed out that inventories were finished and business men knew just where they stood. Trade was opening up and they were getting ready to receive trade.

* * *

CONDITIONS in the United States metal markets have been greatly aggravated and thrown into disorder by the epidemic of cancellation of orders which has been spreading throughout the country, the repudiation of contracts entered into by sellers in good faith, according to the American Metal Market, which points out that this dishonest movement has been a strike at the very foundations of business conduct and integrity. "The dollar in the sight of many has grown bigger than their honor. It is to be hoped that sellers will take to the courts every case where there is no basis for cancellations, and that the 'welcher' will be remembered, and that his ability to break contracts and violate his word will subject him in the future to cast iron contracts, and to premiums in price to cover the possibility of advantage being taken in the future of technicalities. A return to the standard of business morality is absolutely necessary."

* * *

THE RED agitators do not understand generous treatment. Despite the fact that they have been paid abnormally high wages for the minimum of hours there are some of the employees of Henry Ford who are now demanding that he turn the plant over to them so that they may make automobiles for their personal use.

* * *

BUSINESS and industry generally will benefit by the present commercial let-up, says Charles M. Schwab, chairman of the Bethlehem Steel Corporation. Mr. Schwab called the slackening of trade a lesson in economy that eventually would stabilize business and bring about a firm basis for prosperity. Employers and workers were told to wipe out the memory of the orgy of spending through which they had passed recently.

Signs of Disaffection

MANY of the predictions of continued firm prices in certain lines have been based on the argument that labor cost has shown little disposition to decline owing to the influence of union organization among the mechanic class. It has been established, for instance, that steel prices represent labor costs to about 85 per cent. Such being the case it is difficult to see how prices could be much reduced until a generally lower wage scale was accepted by steel mill employees. In this connection it is significant to note that journeymen in various trades have shown a disposition to break away from the doctrine of the masters, in an effort to stir up business. A movement to this end has commenced among painters in Toronto. It is further reported that members of the Plumbers' and Steamfitters' Union of Buffalo, N.Y., members of the international organization, have broken with that organization, maintaining that "increased production, that freedom from outside dictation will enable us to deliver, will make all the reduction in costs our employers can fairly ask."

Word comes from Hamilton, Ont., that the Hamilton Association of the Canadian Building and Construction Industries has devised a system known as the optional plan of employment which provides that every Canadian workman has the right to sell his services without let or hindrance where he wishes, without regard to his affiliation with any particular union.

No workman will remain loyal to an organization which appears to be protecting him by demanding high wages, but which does not provide the work by which he may earn that wage. He will prefer to work at a lower wage and be sure of it. This condition may bring about a quick adjustment of union wages in correct proportion to the normal price scale now required to encourage building and other industrial activity.

Price Reduction Propaganda

THE daily newspapers of Canada—which have already come in for a large share of blame in connection with influencing public sentiment to defer buying pending lower price levels — are held to account for much of the lack of buying interest recently evident. To some extent the daily newspapers have had to give to their readers information concerning price reductions; this is part of their service. Such newspapers have also been largely blamed for information which has really been printed in the form of advertisements and which have come from the hands of business men, partners with those who are now doing the criticizing. Undoubtedly some newspapers became enthusiastic over the prospect of a rapid return to pre-war levels and took injudicious and unwarranted action to hasten that end but many merchants themselves played a large part in moulding public sentiment to wait for lower and still lower prices. An article in this issue reprinting the opinions of a number of hardware merchants concerning business and the outlook, points out that merchants who are advertising sweeping price reductions are finding that customers continue to defer buying, particularly on some lines which were abnormally advanced, pending the arrival of prices at "rock bottom," a level which will be difficult to establish or recognize when reached.

Price reductions by retailers, in proportion to lower replacement values, will indicate to customers that retailers are not desirous of taking advantage of the situation and should help to instil that confidence which will be the foundation of better business. It should not be necessary for merchants to take losses, merely less profits, in doing so. But even if losses on some lines were required, the profits of 1915 and 1916, as pointed out by one merchant, should not be lost sight of.

Meanwhile a policy of ignoring such terms as "buyers' strike" and the resumption of business plans for an active year will be the quickest and most effective way to bring about that condition.

Merchants Oppose Metric System in Canada

World Trade Club of San Francisco Sending Resolution Cards Into Canada — Professions Form Majority of Those Wanting Metric System

THE ANNUAL REPORT of the Dominion inspector of weights, measures, electricity and gas for the year ending March 31, 1920, indicates that during the year 209 seizures and 18 prosecutions were made. Most of the seizures covered old machines which could be more cheaply replaced than repaired. Only serious cases, such as the use of false machines, are prosecuted. Convictions were secured in all eighteen cases except one, and fines to the amount of $320 inflicted. Conviction also includes, in most cases, confiscation of the scale or machine involved, which is a large item in itself.

Inspectors now exercise supervision for the elimination of short weight and measures. Package goods are checked over carefully, allowance being made for shrinkage, etc.

Revenue from this department has increased from $112,204.11, in 1915-16, to $149,473.43 for 1919-20. Expenditure has increased from $187,113.58 in 1915-16 to $272,515.36 in 1919-20. The number of articles inspected has increased from 309,237 in 1915-16 to 427,746 in 1919-20. The number of articles inspected increased 38 per cent. in that period. Revenue showed an increase of 33 per cent. Expenses increased 48 per cent.

The Metric System

Special comment is made in the report concerning the distribution in Canada of much literature, by the World Trade Club of San Francisco, U.S.A., calling upon the government to enact legislation making the metric system compulsory. The resolution cards have been coming in since January last and to date only 359 have been received by the government. Of these, only 91 came from manufacturers and industries of any nature, the balance of 268 being signed by doctors, dentists, lawyers, teachers and ministers. Dealing with this subject, the report says:

"Science naturally espouses the metric system, the full use of which it now enjoys, but it is upon commerce and production that the burden and consequences of the change will fall. Realizing the truth of this, as I mentioned in my report last year, a special English committee appointed in 1918 to examine English trade policy, reported emphatically against the compulsory use of the metric system. And as against the advocacy of doctors and dentists we have a resolution from the Canadian Manufacturers' Association strongly protesting against any such change.

"The reason for the manufacturers, the practical men's protest, is found in the absolute lack of relation between existing English sizes and their metric equivalents, and the confusion this must cause amongst the thousands of interchangeable parts in modern machinery, etc. Following are a few comparisons by way of illustration:

In the matter of screw threads, a 1-inch bolt, 8 threads to the inch, pitch ⅛ inch, becomes a 25.4 mm. bolt—8 threads per 25.4 mm. with pitch 3.17 mm.

Metric standardization would eventually replace such odd sizes—but what has to be remembered is, there are millions of English bolts, screws and nuts in use today that will not disappear for a great many years.

These illustrate but a few practical difficulties as opposed to the laudable but theoretical ideal of international uniformity. And if history affords any lesson it is that the introduction of the metric system will intensify confusion in weights and measures instead of eliminating the so-called English chaos.

Using Profits to Write Off Hold-overs From War Years

REORGANIZATION of their business program to meet changing contions has occupied the attention of a good many firms during the past few weeks. A feature of the work has been the wiping out or writing off, or erasing from memory—whatever phrase suits best—of overhangs or adverse items that were handed down from the strenuous days of war. Many of these matters could not possibly have consideration in the warp and woof of business as it is being shaped to-day, and are best forgotten. At the same time firms who have the right perspective are strengthening their sales forces and selling equipment, for all are agreed that strenuous and more competitive days are ahead—if they have not already arrived.

"To wipe these things off and forget about them, so as to start anew with a clean slate, is the only business-like method," said B. J. McCormick, of the Canada Foundries and Forgings Co. to Hardware and Metal, recently. "There is a handicap in left overs and the same, it seems to me, applies to conditions confronting the dealer as well as the manufacturer. Cash on hand is more useful to the dealer than shelves full of stagnant stock, bought at prices which the public will not meet, for ready money makes possible the purchase of new goods at present values and puts the merchant on an up-to-date selling basis. There is sometimes better strategy in taking a loss than in sitting tight. A strategic loss nowadays seems to be essential to the most effective offensive."

No Rebate of Tax to Motor Car Dealers

Manufacturers May Devise Some Means of Relief For Dealers Who Had Stock Cars on Hand on December 30

Ottawa.—The Government of Canada has refused to grant the request of the automobile dealers for a refund of the luxury tax on unsold cars in stock on December 20, when the luxury tax was removed, according to announcement made by the Retail Merchants' Association of Canada. It is understood that automobile manufacturers will endeavor to devise some scheme whereby relief can be granted the dealers.

The retail merchants issue the following announcement: "A special committee of automobile dealers, members of the Retail Merchants's Association of Canada, and the automobile manufacturers, have had several conferences with the Minister of Finance and the Commissioner of Taxation relative to the request of the dealers for a refund of luxury taxes paid by them to the manufacturers for the Government on cars in stock and unsold on December 20, 1920, when the luxury tax was removed. The facts presented by the committee were fully gone into by the Government and careful consideration has been given to all phases of the question, but the Government find it impossible to grant the request of the automobile dealers and manufacturers for a rebate of the luxury taxes paid on cars on hand on December 20.

"The automobile manufacturers will, however, endeavor to meet the situation in whole or in part to the best of their ability, and will advise the dealers of their proposed plan within a few days."

Complete Hardware Convention Program

Some Added Features of Interesting and Instructive Nature—Much Expense and Work of Officials Hoped To Be Rewarded With Large Turnout of Hardware Merchants

THE COMPLETED program for this year's convention of the Ontario Retail Hardware Association, to be held at the Royal Connaught Hotel and the Armouries, Hamilton, Ont., from February 14th to 18th, inclusive, is reproduced in this issue. A number of changes have been made since the preliminary draft as reproduced in recent issues of Hardware & Metal, and while some further changes may be made these will be of a more or less minor character. It will be noted that there have been a number of additions which should add to the interest and educational value of the convention.

With the exception of the meeting of the executive, enrollment of members, reception and smoker on the evening of Monday, all meetings will be held in the Armories. The proceedings on opening day will be at the Royal Connaught Hotel.

Visit Wood, Alexander & James Warehouse

The business sessions commence at 9 a. m. Tuesday in the lecture hall at the Armouries Bldg., James street north. After greetings from the Mayor have been heard and addresses made by the president, secretary, treasurer and auditors, a visit will be made at 11 a. m. to the new warehouse of Wood, Alexander & James.

The afternoon sessions of Tuesday, Wednesday and Thursday will consist of a visit to the exhibition in the Armouries, where orchestral music has been arranged for. A number of interesting features are provided for the Tuesday evening session. After the presentation of reports on the permanent secretaryship and addresses by the president and secretary on phases of the secretary's work, nomination of officers will take place, followed by a game of cards, in which questions dealing with various phases of the hardware trade will be asked and answered. At 9.15 p. m. a film story of Plymouth Rope and Binder Twine will be shown. This film is in nine parts and illustrates effectively the various stages in the making of rope and binder twine.

Interesting Subjects and Prominent Speakers

The feature of the Wednesday morning session will be brief addresses dealing with business prospects for 1921. Speakers who have been secured and titles of their addresses are as follows:

"The Iron and Steel Market," Robert Hobson, president The Steel Company of Canada.

"Manufactured Products," John M. Taylor, president Taylor-Forbes Co.; B. J. McCormick, general sales manager Canada Foundries & Forgings Co.; Col. A. M. Hatch, Canada Steel Goods Co.

"Paint and Oil Trade," W. J. Lortie, Toronto manager Dominion Linseed Oil Co.; John Irwin, of McArthur, Irwin Co., Montreal, representing Save the Surface Committee.

Mutual Fire Insurance

Another interesting feature at the morning session will be the address by Norman S. Jones, manager of the Canada Northwest Mutual Insurance Co., on the subject of "Mutual Fire Insurance as Carried by Retail Associations."

A complimentary banquet will be tendered by Wood, Alexander & James, of Hamilton, at 7.30 p. m., on Wednesday evening.

Co-operative Buying

Apart from the features already outlined, there will be an address on Co-operative Buying at the Thursday morning session by William Hargreaves, manager Drug Trading Company, Toronto. This will be followed by questions and a discussion of addresses on chain stores and co-operative buying.

Visit Factories on Friday

Arrangements have been made for a visit to Hamilton factories on Friday morning at 9.30 a.m. Hamilton is the centre of many hardware manufacturing industries and an investigation of manufacturing prospects in these industries will no doubt be both instructive and enjoyable.

Hope for Large Turnout

Manufacturers who will have exhibits in the Armories will go to a great deal of expense to make their booths attractive and of educational value to the hardware merchants. The officials of the association have also done much to make the gathering of real practical benefit to those in the hardware trade, and it is hoped that these efforts will be rewarded by a larger turnout of retailers than has been the case in past years. Readjustment conditions, such as the trade is now experiencing, call for the exchange of ideas in order to decide upon the safest procedure and conventions of this kind are therefore very important at the present time.

International Business Machines Co. Convention

Optimism was the keynote at the convention of the Canadian sales force of the International Business Machines Company, held at the offices of the company. About 75 salesmen in all were in attendance at the convention. They represented the three divisions of the company: International Time Recorders, International Dayton Scales and International Tabulating and Sorting Machines. Figures presented at the convention showed that the Canadian organization held all sales records for 1920 against the sales forces of the American firms manufacturing similar products. In fact, the Canadian organization had led the entire world in sales, on percentage of quota, for four successive years.

F. E. Mutton, vice-president and general manager of the International Business Machines Co., Limited, advises that not only he, but the entire sales organization, never were more optimistic as to the future.



Don't be Afraid to Break Away

February 14-15-16-17-18

Your business will not suffer. Rather it will benefit by your attendance on these dates at the 16th annual convention of the Ontario Retail Hardware Association at St. James St. Armories, Hamilton, Ont. Enjoyable and instructive program shown in this issue. Make arrangements now to attend and see what other merchants are doing.

Convention Program of Ontario Retail Hardware Association

SIXTEENTH ANNUAL CONVENTION
FEBRUARY 14-15-16-17-18
HAMILTON, ONT.

MONDAY, FEBRUARY 14TH

At Royal Connaught Hotel

2.30 p.m.—Meeting of Executive.

4.00 p.m.—Registration and enrollment of members.

7.30 p.m.—Reception and Smoker. For Members, Exhibitors, Travellers and Visitors.
Moving Picture. Industrial.

Note—All further Sessions will be held in Lecture Hall at Armouries. Members are specially requested to be prompt in attendance at opening of sessions, in order to carry program through on schedule time.

TUESDAY, FEBRUARY 15TH

In Lecture Hall—Armouries Building, James St., N.

9.00 a.m.—Opening of Business Sessions.

9.30 a.m.—Greetings from Mayor, and from Representatives of Manufacturing and Wholesale Trade.

10.00 a.m.—President's Address—Mr. Ed. Wanless.
Secretary's Report—Mr. W. F. Macpherson
Treasurer's Report—John Caslor.
Auditors' Report—Messrs. Matthewson and Peacock.

Receiving and Disposal of Reports of Officers.
Appointment of Resolution and Convention Committees.

11.00 a.m.—Visit New Warehouse of Wood, Alexander & James, who extend to all an invitation to inspect their New Warehouse.

Tuesday Afternoon.

1.30 to 6.00 p.m.

Visit Exhibits in Armouries.

For practical education in the lines of goods you sell, a close examination of the various excellent Exhibits, is easily one of the best features of the Convention. There you will meet the Travellers you know, Salesmanagers with whom a personal acquaintance is a decided advantage, General Managers and Company Presidents, all of them ready to discuss business affairs and brim full of practical pointers in sales promoting.

SPEND LOTS OF TIME WITH THE EXHIBITORS.

Tuesday Evening.

7.30 p.m.—Presentation of report of Executive Committee on Permanent Secretaryship.
A conception of the duties and scope of an Asso-tion Secretary.—President Wanless.
What the Secretary owes to the members and what the members owe to the Secretary.—Secretary Macpherson.

8.00 p.m.—Notice of motion from 1920 Convention.
Discussion and disposal of report of Executive Committee.

8.15 p.m.—Nomination of Officers.

8.20 p.m.—A Game of Cards Every card headed, "What I want to know about the Hardware business." All questions to be answered first by the members, then by the President or Secretary.

9.15 p.m.—A film story of Plymouth Rope and Binder Twine. Produced by the Plymouth Cordage Company, North Plymouth, Mass., who have kindly consented to come and put on for our Association, and which will surely be appreciated by the members. Shown in nine parts:—

1—Growth and cultivation of Manila Fibre.
2—Production of Sisal Fibre.
3—Factory Panorama—arrival of hemp steamer, docking and unloading scenes.
4—Opening the fibre—its preparation and spinning. Tarring and putting up Lathyarn.
5—How Binder Twine is made. Spinning, testing for length and strength, balling, sacking, warehouse facilities for shipping. Harvest scenes.
6—Machine-made Rope.
7—General Factory scenes. Binding off coils, shipping, etc. End of the day.
8—Old-time method of hand spinning by a rope maker 90 years young.
9—Madern Rope-walk practice.

WEDNESDAY, FEBRUARY 16th.

Lecture Hall, The Armouries.

9.00 a.m.—Reports of Convention Committees.

9.30 a.m.—Business prespects for 1921.
"The Iron and Steel Market"—Robert Hobson, President the Steel Company of Canada.
"Manufactured Products"—John M. Taylor, President Taylor-Forbes Company; B. J. McCormick, General Sales Manager Canada Foundries & Forgings; Col. A. M. Hatch, Canada Steel Goods Co.
"Paint and Oil Trade"—W. J. Lartie, Toronto Manager Dominion Linseed Oil Co.; John Irwin, of McArthur-Irwin Co., of Montreal, representing the "Save the Surface" Campaign Committee.

11.30 a.m.—Mutual Fire Insurance as carried by Retail Associations—Mr. Norman S. Jones, Manager for Canada Northwest Mutual.

Wednesday Afternoon.

1.30 p.m. to 6 p.m.—Visit Exhibition in Armouries. Music by Orchestra.

7.30 p.m.—Complimentary Banquet tendered by Wood, Alexander & James, of Hamilton.

THURSDAY, FEBRUARY 17th.

Lecture Hall—The Armouries.

9.00 a.m.—Reports of Committees.

9.15 a.m.—Election of Officers.

9.30 a.m.—The Chain Store Proposition.

10.00 a.m.—Co-operative Buying—Mr. William Hargraves, Manager Drug Trading Company, Toronto.
Questions and discussion of addresses on chain stores and co-operative buying.

11.00 a.m.—Exhibitors' hour. Short, pithy addresses by Exhibitors and Salesmen on "Selling Points."

12.30 p.m.—Entertainment

Thursday Afternoon.

1.30 to 6 p.m.—Visit Exhibits in Armouries.

7.30 p.m.—A talk on advertising to bring results.

8.00 p.m.—Members' Session Question Box. Answers to cards on file.

Smoker and entertainment.

FRIDAY, FEBRUARY 18th.

9.30 a.m.—Visit to Factories. Hamilton is the centre of hardware manufacturing industries and a visit to the various factories is both instructive and enjoyable.

News of Western Canada

"Give us the Turnover Tax"

Says Wood Hardware Co., Regina—Stern Measures With Public Press Advocated by T. E. Yuill, Manager Calgary Store, J. H. Ashdown Hardware Co.—"Best Business Since 1912," Says Scott & Lake, Edmonton, Alta.—Opinion of Western Merchants on Business and Outlook

OPINIONS of a number of representative Western hardware merchants have been secured by Hardware and Metal in regard to the business outlook and advice as to stocks to be carried, methods of stimulating trade, etc. These opinions are along the same lines as those reproduced in the leading article in this issue based on opinions of eastern merchants.

More Customers Buying at Home—Box Bros., Souris, Man.

Box Bros., Souris, Manitoba, find that there has been no decreased volume of business even though customers are holding off purchases expecting lower prices. This condition results from the fact that a larger percentage of local people are buying in their home town. "In some lines we think it will be necessary to reduce prices to stimulate buying. The daily press is educating people to look for lower prices and in many cases it would be better to reduce prices than carry over stock," says Mr. Box. He points out that collections are none too good and credit is being curtailed. A movement which has grown out of this condition is to put business on a cash basis. This firm favors a gradual reduction. "No matter what reduction was made, the public would look for still lower prices and if too great reductions were made at one time customers would think the retailer had been getting long profits for some time. Small stocks may pull through without any loss, but large stocks will likely have to make some sacrifice," says Mr. Box. This firm is carrying a minimum stock, buying in small quantities, but well assorted, to take best advantage of what trade exists.

Price Reductions Necessary — L. P. Woodhams, Elbow, Sask.

L. P. Woodhams, Elbow, Saskatchewan, reports decreased volume of business, stating that the majority of his customers cannot afford to pay prevailing prices on many lines. Reduction of prices is said to be necessary to stimulate buying and a minimum sorting stock is advocated. In many lines he fears it will be necessary to take a loss to clear out stocks, owing to the fact that crops have been poor in that section.

Give Us Turnover Tax—Wood Hardware Co., Regina, Sask.

P. Logan of the Wood Hardware Co., Regina, Sask., blamed the recent luxury tax for much of the decrease in business and asks for a tax on turnover. He advocates maintaining a small stock with frequent buying. "Business is bound to be good in Canada if you kill the pessimist," says Mr. Logan, speaking of the business outlook.

Collections Slow—W. E. N. King, Neepawa, Man.

W. E. N. King, Neepawa, Man., does a large credit business and finds collections are very slow. Gradual reductions are preferred by this merchant and he is of the opinion that no losses will be necessary to move present stock. A well assorted stock selected to meet the needs of the community served is advocated.

Prefer Sales Tax—Box Bros., Ltd., Pierson, Man.

Box Bros., Ltd., Pierson, Manitoba, are in favor of the reduction of prices to stimulate trade. While there has been no decrease in volume of business in this instance, there is reported to have been no increase, due partly to customers waiting for lower prices. The luxury tax was said to have been partly to blame for this condition and the sales tax could be much more preferable, according to this merchant. A minimum stock which will not be short on lines required is the plan adopted. Credit accounts are limited in this store, but collections are said to be slow on outstanding accounts. Gradual reduction is preferred to a sudden drop, the opinion being expressed that a sudden drop to rock bottom prices would embarrass too many merchants and put them in such shape that they could not give the best service to the community for some time. If reductions are gradual, it is not thought there will be any necessity for losses to be taken.

Active Business.—J. O. Cadham, Portage la Prairie

No decrease in business, rather a good business during last fall and this winter, owing to the late season, is reported by J. O. Cadham, Portage la Prairie, Man. He states that collections are fair, that it will be necessary to reduce prices on some lines to stimulate buying, and he is of the opinion that a gradual reduction is best, though losses may have to be taken in some lines to move present stocks.

Special Sales and Prices Necessary.—Sutherland-Stelck Hdwre. Co., Dauphin, Man.

Sutherland-Stelck Hardware Co., Dauphin, Man., attribute the recent slackening of business partially to customers waiting for lower prices and partially to the drop in grain prices. This firm is reducing prices to stimulate trade and are following the plan of maintaining a minimum, well assorted sort. Credit accounts are being curtailed as collections are poor. On some lines losses may have to be entailed. As to means to stimulate trade, this firm advocates special sales and prices on certain slow lines that have been abnormally high.

Throttle Newspaper Propaganda—J. H. Ashdown Hardware Co., Calgary, Alta.

The J. H. Ashdown Hardware Co., Calgary, Alta., confirm the reported decrease in volume of business due to customers waiting for lower prices and farmers holding grain. In regard to price reductions to stimulate buying, Mr. Thomas E. Yuill, manager of this store, states: "If some of the newspaper propaganda re declines was throttled it would stimulate sales again." Collections are reported as fair. A gradual reduction of prices is preferred and Mr. Yuill is of the opinion that if same judg-

ment is used no loss should be necessary to move present stocks. He thinks the business outlook is good if a sane policy is pursued and he points to the necessity of the merchant having the stock to supply the customers' needs.

"Business Best Since 1912."—Scott & Lake, Edmonton

Messrs. Scott & Lake, Edmonton, Alta., have suffered no decrease in trade and do not think it necessary to reduce prices to stimulate buying. They are reducing the size of stock on most lines. Credit accounts are being curtailed and collections are fair. A gradual reduction of prices is preferred and it is not thought necessary for merchants to take losses to move present stocks. Speaking of business conditions, this firm state that business with them is the best since 1912.

Reduce to Rock Bottom.—D. A. Sands, Yorkton, Sask.

D. A. Sands, Yorkton, Sask., has noticed a falling off in business and he attributes this to low prices for coarse grains and the tendency to hold out for better prices. Stock sufficient for present wants only is being carried. Collections are fair and credit accounts are being curtailed. This merchant advocates a reduction of prices to rock bottom as a stimulant to buying, but does not think it necessary for any loss to be taken on present holdings.

Use Displays and Advertising.—W. A. Brady & Son, Reston, Man.

W. A. Brady & Son, Reston, Man., is another merchant who has experienced no falling off in trade. Forty-five per cent. of his business is on credit and collections are fair, though credit accounts are now being watched carefully. Window display and advertising are suggested as the best methods of overcoming dull times. Gradual reduction is preferred and this firm does not think it necessary to take any loss on present stocks.

No Loss Necessary.—R. M. Snyder, Wetaskiwin, Alta.

Holding up grain for better prices is the cause of decreased volume of business, according to R. M. Snyder, Wetaskiwin, Alta. This merchant advocates a light, well assorted stock. Collections are fair. A gradual reduction of prices is preferred and no loss is thought to be necessary to move stocks.

Big Mistake in Advancing Prices.—J. Winram, Pilot Sound, Man.

James Winram, Pilot Sound, Man., thinks the big mistake which has brought about the present condition was the advance made in prices during the twelve months prior to the present price reduction period. Now, he says, when customers see prices beginning to decline gradually they want a big cut in prices. Credit is being curtailed and collections are fair. Reduction of prices to rock bottom levels is advocated and it is held that losses may be necessary on some lines to move stocks.

WESTERN NOTES

Fire Loss

Waldheim, Sask.—A. Heibert has suffered a fire loss.

Wakyte Mfg. Co. Changes Name

Winnipeg.—The name of the Wakyte Mfg. Co. has been changed to S. H. Whyte Mfg. Co., Ltd., and the capital of the company increased $50,000. The company's products will still continue under the trademark "Wakyte."

Have Bought Out Hardware Stock

Munson, Alta.—Rannie & Mellett, Ltd., shelf and heavy hardware, have absorbed the firm of McConkey & Bowie here. Rannie & Mellett, Ltd., settled here in the summer of 1918 and opened a hardware business. In December of that year they bought a drug stock. Now they are taking over the stock and building of McConkey & Bowie and purpose running the hardware and drugs in their own building, making the other store exclusively groceries and dry goods. The firm is increasing its capital from $20,000 to $50,000 and intends as soon as spring comes to remodel the building now taken over and make it a thoroughly modern store building.

Hardware Price Decline Will Be Gradual

"Indications are that merchandise prices will tend downward for some time," said C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Company, Limited, in addressing 80 of the company's salesmen gathered in convention.

Mr. Bamford said the decline will be gradual and slow and that it will take years of intensive production to reduce prices to pre-war levels. Hardware prices cannot be a great deal lower, he said, until labor costs come down. Lumber prices have taken a drop, and he expressed confidence that there would be a revival of building.

Marshall Wells, Ltd., Staff in Convention

Winnipeg.—The convention of Marshall, Wells, Ltd., sales staff lasted practically a whole week. All the travelling salesmen were in and conditions were thoroughly discussed. Conditions were reported to be very good. Retailers and wholesalers were said to be very optimistic and while many of them are making price readjustments, it was thought that it is better to make them now than later on. The outlook for the year was thought to be very encouraging.

Believes Most Trying Time is Over

Winnipeg.—Belief that the wholesale and retail trade has experienced its most trying time since depression and that business would resume an upward trend from now on, was voiced by three speakers at a session of the convention of the J. H. Ashdown Hardware Co. employees.

The convention was addressed by C. A. Dana Redmond, advertising manager of the Boston Varnish Co.; W. H. Cunningham of the Kasement Skrene Dore Co., and T. F. Shurley, head of the T. Shurley Co., Ltd., saw manufacturers, St. Catharines.

Wood Vallance Curling Tournament

The annual curling tournament between the travellers and warehouse staff of Wood, Vallance, Limited, again proved that the salesmen are invincible. The competition was arranged, the following rinks taking part, and while a great deal of credit was due to the skips of the respective rinks, nevertheless every one of the travellers demonstrated that they were just as good at curling as they are at selling goods.

The personnel of the rinks was as follows:

Travellers' Rink
Bob Consterdine, lead
Lee Huyck, second
Harvey Sutherland, third
Johnnie Jack, skip

Warehouse
Jimmie Waugh, lead
A. T. Wood, second
Jimmie Wardrope, third
F. W. McGuire, skip

Travellers' Rink
R. A. Bird, lead
F. O'Neill, second
Morley Barnes, third
Geo. H. Herity, skip

Warehouse
Lt.-Col. J. C. Gillespie, lead
W. B. Lawson, second
L. D. Osborne, third
Alex Gordon, skip

Mr. Jack's rink defeated Mr. McGuire's rink with a score of 10 to 6. Mr. Herity's rink defeated Mr. Gordon's rink with a score of 13 to 8.

Winnipeg Ford Plant to Reopen

Winnipeg.—The Winnipeg assembling plant of the Ford Motor Company of Canada, which has been practically closed since last November, reopens this week, John E. Bainbridge, assistant manager, announced. No cut in wages be made, it was announced.

Events in the Trade

Business Changes

Mitchell, Ont.—John Rankin, hardware merchant, has sold out to Geo. Ratz & Son.

Fire Loss

Quebec, Que. — Gaudiose Lajeunesse, hardware merchant, suffered fire loss.

Obituary

Hamilton.—W. F. Taylor, superintendent of the sheet mill, the Steel Company of Canada, Ltd., died this week.

* * *

Mt. Dennis, Ont.—The death of John Alexander Marshall has removed from Mount Dennis one of its oldest and most influential residents. The late Mr. Marshall, who was born near Woodstock and came to Mount Dennis in 1911, entered into the real estate and hardware firm of Goddard and Marshall, a business that was only very recently dissolved. Previously Mr. Marshall had been for fourteen years a traveler for the Imperial Oil Company. He is survived by his wife and two sons.

Personal

Toronto.—S. M. Baker, local representative of T. S. Simms & Co., Ltd., St. John, N. B., headed the polls in the aldermanic election in Ward 8 this year.

* * *

Montreal.—Among the visitors calling on the hardware trade this week were R. M. Cruise, of Corbin Cabinet Lock Co., New Brittain, Conn.; Morris Wheeler, of Sargent & Co., New Haven, Conn.; Mr. Fraser from Campbell Agencies, Toronto, and Mr. Campbell, Jr., from Campbell & Fowler, St. John's, N.B.

* * *

Montreal.—M. Bliss, general manager, Oneida Community, Limited, Niagara Falls, Ontario, was a visitor in Montreal, in company with Mr. Marks, their Montreal representative. He is continuing his trip east to Quebec City, etc.

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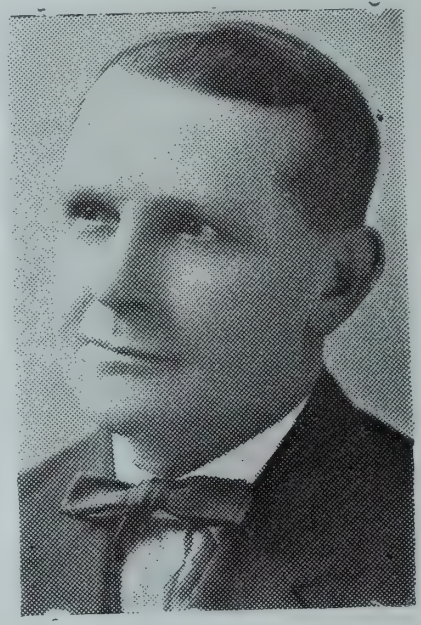
D. F. Griffith, sales manager of B. Greening Wire Co., Ltd., Hamilton, is in New York on business. He will be absent about ten days.

* * *

George Bertram, sales manager of the Lincoln Electric Company of Canada, is in Cleveland, Ohio, this week, on business.

Death of London, Ont., Mgr. Imperial Oil Co.

London, Ont.—In the death of Charles W. McGuire, manager of the Imperial Oil Co., London, Ont. lost one of its best citizens. Mr. McGuire was an indefatigable worker for any philanthropic, charitable or civic undertaking and



LATE C. W. McGUIRE

Manager of Imperial Oil Co., London, Ont., and past president of Western Ontario Commercial Travellers' Association, whose death is announced.

gave of his time and talents freely. He was one of the most prominent Masons in the district and a past illustrious potentate of Mocha Temple Shriners. He was 53 years old and a native of Orangeville, Ont. Nearly 30 years ago he gave up the teaching profession and accepted a position as traveller for the Imperial Oil Company with headquarters in London. Fifteen years ago he became manager of the local branch.

He was a past president of the Western Ontario Commercial Travellers' Association.

He is survived by his wife, formerly Miss Lucy Sells of Tennessee, and one son, Sells, aged ten. James McGuire of the Imperial Oil Company, Windsor, is a brother.

It is the intention to inter the remains in Tennessee, near his wife's old home. The arrangements are under the direction of the Knights Templar.

The funeral held on Wednesday afternoon to Mount Pleasant cemetery was conducted by Kilwinning Masonic Lodge of which Mr. McGuire was past master. It was very largely attended.

Attempted Burglary

Meaford, Ont.—Wm. Butchard & Co's hardware store was visited by burglars but nothing was taken.

Hardwareman Elected Mayor

Brockville, Ont.—J. Murray Dobbie, proprietor of "The Round Corner Store," hardware and electrical goods, has been elected mayor of this city.

Change Name of Firm

Hamilton, Ont.—The name of Slater & Barnard, Ltd., has been changed to N. Slater Company, Ltd., effective, according to the granting of supplementary letters patent, from the first of the year.

Moving To New Premises

Toronto. — The Allcock, Laight & Westwood Co., Ltd., fishing tackle manufacturers, are removing from 78 Bay St. to 70 King street W., Toronto, and expect to be in the new premises about February 1st.

Caverhill Learmont Co. Convention

Montreal.—Caverhill Learmont & Co.. salesmen met for the usual annual consultation last week. The previous year had proven to be a successful one, the business keping up in good volume till the end of the year, even after the salesmen had come off the road.

Reports from the different sections of the country showed a decided feeling that in view of the unquestionably low stocks in the hands of dealers there would certainly be a good steady trade throughout the year 1921, as the needs of the country would have to be supplied.

In starting out on the task of another year all were optimistic and hopeful. After talks from makers' representatives on various lines indicating advanced advertising assistance to dealers, and showing the possibilities of the retail hardware stores for increased sales in many lines that they were not now getting full benefit from, it was felt by all that the volume of trade done by aggressive live dealers this year should equal the one just closed at least.

Western Ontario News

Wm. D. Harper, who has purchased the entire interest in the business of Harper & Aseltine, at Tupperville, Ont., plans to make important changes in the store and will establish a large department for hardware.

* * *

Miss Bessie Lillie, of Montreal, has joined the office staff of the Wallaceburg Brass & Iron Works, succeeding Miss Yula Wooliver, who will be married shortly.

* * *

William Brigham has leased premises at Bervie, Ont., and will shortly open up a hardware store and flour and feed business.

* * *

The Mack Furnace Company of Detroit has completed negotiations for the purchase of the old factory buildings of the Defiance Iron Works at Chatham, Ont., and will remodel them, erect an addition and instal equipment to turn out fifty furnaces daily.

* * *

At the inaugural meeting of the council at Blenheim, Ont., A. G. Shillington was appointed a member of the Court of Revision and also of the Property Committee.

* * *

Fire which started from a gas heater and worked its way in through the partitions caused a loss of $5,000 in the store of the Wyandotte Hardware Co., Wyandotte St., Windsor.

New Premises for Reorganized Hardware Firm

Kitchener, Ont.—John Fennell, one of Canada's veteran hardware merchants, is vacating his present store and removing the business to the rear with an entrance on Foundry street, in order to make room for the Royal Bank, which is moving into the space occupied by the Fennell hardware store. Mr. Fennell states that it is the intention to occupy the rear of the Royal Bank Building, formerly the Economical Fire Insurance Building, for six months. In the spring or early summer Mr. Fennell hopes to locate his business in more suitable quarters. Mr. Fennell stated that during the winter he will endeavor to organize a joint stock company so that the business which he established in this city 57 years ago can be continued as a limited company. The veteran hardware man declared that such a move will make it possible for the firm to greatly extend the scope of business. At the present time the firm is covering a trade that extends from Georgian Bay on the North to Lake Huron on the west in addition to the whole of western Ontario.

Brighton, Ont.—Bullock's hardware store was destroyed in a fire which did serious damage to the business section of the town.

Annual Gathering of St. John Iron And Hardware Association

ST. JOHN, N. B.—At the annual meeting of the St. John Iron and Hardware Association, Stanley E. Fisher was elected president of the organization to succeed A. M. Rowan, who retired from the presidency after ten years' service. Cordial appreciation of the able manner in which Mr. Rowan had performed his duties was expressed by the association.

Other officers elected were: Vice president, S. L. Emerson; secretary-treasurer, W. S. Clarke; directors, A. M. Rowan, Hon. W. H. Thorne, J. A. McAvity, M. E. Agar; executive committee, S. E. Fisher, S. L. Emerson, A. M. Rowan, J. A. McAvity, W. H. Thorne, M. E. Agar, W. S. Clarke.

The association, which is in a very flourishing condition, added two members in 1920, and embraces in its membership practically all the hardware men of the city.

The annual "get together" dinner of the association will be held at the Union Club, St. John, on January 25.



STANLEY E. FISHER

Elected president of the St. John Iron and Hardware Association at the recent annual gathering.



A. M. ROWAN

Retiring president of the St. John Iron and Hardware Association, who has held the position for ten years.

Hon. C. W. Robinson President of N. B. Wire Fence Co.

Moncton, N. B.—At the annual meeting of the N. B. Wire Fence Company, Ltd., one of the most successful years was reported, there being an unusually large volume of business in 1920.

Directors for 1921 follow: The Hon. C. W. Robinson, M.P.P., president; W. C. Martin, vice-president; His Worship Mayor Chapman, secretary and manager. Other directors are: Messrs. W. O. Schwartz, E. W. Givan, F. C. Jones and George A. Robertson.

Catalogs and Price Lists Wanted

Hardware and Metal's Toronto office has received a long distance call from the Wyandotte Hardware Co., 1064 Wyandotte St. E., Windsor, Ont., asking that manufacturers and wholesalers send catalogs, price lists, etc. In the fire which visited this company early in the week, all catalogs and other books of reference were destroyed. The Wyandotte Hardware Co., of which Gordon Wall and Ernie Lefreve are proprietors, was damaged to the extent of $12,000 or $15,000, mostly on the main floor. The fire is thought to have started from an overheated gas stove.

Maritime News

Canada's Oil Supply

Moncton, N. B.—Speaking before the Moncton branch of the Canadian Engineering Institute, following a banquet at the Hotel Brunswick, Brigadier-General C. H. Mitchell, C.B., C.M.G., D.S.O., consulting engineer and dean of the faculty of applied science of Toronto University, said among other things that Canada could supply the world with motor oil for the next 500 years from the sources now in sight.

Saturday Half-holiday

Among the St. John houses who have decided to close Saturday afternoons during January, February and March are Messrs. W. H. Thorne & Co., Ltd., and T. McAvity & Sons, wholesale and retail hardware.

Canada Foundries Ass'n Meets

Canada Foundries Association held a large and representative meeting in Toronto this week with representatives from all parts of Canada in attendance to discuss labor and production problems.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of January 19, 1901:

"Thursday and Friday, January 3 and 4, at the head office of the McClary Mfg. Co., London, were spent in instructive talks among all their traveling men, including the following: Headquarters at Montreal, W. Owen; A. A. St. Arnaud, L. Tarleton, H. Le Page, O. R. Anderson; Headquarters at Toronto, S. T. Smith, W. E. Bulmer, W. Jeffrey, J. D. Laidlaw; Headquarters at London, E. H. Grenfell, J. Chalmers, M. F. Irwin, D. G. Clark; Headquarters at Winnipeg, J. Brockest and Mr. Anderson; Headquarters at Vancouver, T. R. Ella and N. R. Turner."

"John Irving, who for the past nine years has represented the Montreal Rolling Mills Co. in Toronto and Western Ontario, has accepted the position of sales agent with the Nova Scotia Steel Co., New Glasgow. A. H. Hough, who has represented the Montreal Rolling Mills Co. between Montreal and Toronto, succeeds Mr. Irving in Toronto."

"A well-attended and enthusiastic meeting of the Retail Hardware and Paint Dealers' Association was held in Montreal. President F. Martineau occupied the chair and among those present were: Secretary Magnan, treasurer A. Prudhomme, Messrs. Drysdale, Surveyer, Colleret, Denis, Dufault, Mailhot, Millen, Surveyer. U. Granger, Nap Granger, A. A. Wilson, Huberdeau, G. Prudhomme, Belanger, Ponton, Jubinville, Young, Chausse, Tremblay, Couillard, Papineau, Shea, Beland, Marceau and others."

"Employees of Caverhill, Learmont & Co., Montreal, held their 47th annual dinner at Her Majesty's Cafe. Previous to the dinner they were present at the presentation of 'Carmen' in the theatre and shortly before midnight they assembled for dinner. Chairman James Reid proposed the toast to 'The Queen.' J. W. Dowling proposed toast, 'Our Employees,' and Frank Ross Newman responded; G. H. Cornell proposed toast to 'Our Guests' and Messrs. Wm. Percival, R. W. Carth and Wm. Grose responded; J. R. Terrill proposed toast to 'The Ladies.' George McGowan proposed the health of the chairman and Mr. Reid ably responded. The health of Mr. John Gouldthorpe, one of the oldest employees, was drunk. During the evening songs were given by Messrs. R. Platt, A. Bain, F. R. Newman, J. Davidson, F. Cockburn, Wm. Grose and Archie Macfarlane and Mr. Dick Terrill gave a whistling solo."

PRICE CUTTING BRINGS NO RELIEF

Continued from page 39

was any lack of buying interest unless the newspapers told them so. Quite recently I was talking to a number of dealers and without exception they reported satisfactory business conditions. Of course I admit we have a big lead on many other lines of retail trade for which I trust we are duly thankful."

Speaking of prices and referring to a statement appearing recently in a newspaper Mr. MacPherson stated that he did not think cutting prices would get away from the "gloom talk." He advised merchants to use reason and tact in handling the situation.

Those in Attendance

Among those present were John A. Frazer, sales manager of the company and chairman for the evening; J. Thurston Smith, secretary-treasurer of the company; W. F. MacPherson, secretary of the Ontario Retail Hardware Association; Fred B. Smith, Smith Hardware Company, Belleville, Ont.; Prescott W. Robinson, Frank Mossburg Co.; Mr. Richardson, of Richardson & Bureau, manufacturers' agents, Montreal; George Warrick, Belleville, Ont.; Mr. Blakie, Steel Company of Canada; Mr. Pepper, Peck's Rolling Mills, Montreal; C. Smallpiece, Taylor Forbes Company, Limited; R. W. Smith, Hardware and Metal.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

BRUSH DISPLAY CARDS

A new display card has been brought out by the Boeckh Co., Toronto, Ont., and will be sent out with all orders for brushes when requested.

The card which is of good size for use in either store or window display, measures 21-inches by 28-inches, and is in five colors, including a striking gilt finish. It is made for either easel or hanger use, and must be seen to be appreciated.

A reproduction of this desirable stimulator of sales, not colored, appeared in the January 8th issue of Hardware and Metal, page 63.

Dealers are invited to write to the Boeckh Co., Ltd., Toronto.

THERMOS BOTTLES

The Thermos Bottle Co., whose Canadian offices are at 146 Wellington St. W., Toronto, Ont., are reprinting a rotogravure which originally appeared in the weekly edition of the New York Tribune.

In this rotogravure, which occupies the whole of one page, the big growth and the tremendous popularity that the Thermos bottle has attained over the wide world is shown by the picture of the ten factories and branches which are portrayed.

The makers point out some of the wide uses of the Thermos bottle and that men and women are finding it indispensable in all walks of life and in all occupations and pursuits. Mention is made of the fact that though there are many imitators, there is but one Thermos bottle.

UNIVERSAL VACUUM CLEANERS

We have received a copy of a booklet entitled 'Ad Aids for Universal Dealers,' issued by Landers, Frary & Clark, New Britain, Conn.

This booklet is issued with the idea of helping dealers who handle Universal Vacuum cleaners by supplying them with show cards, electros, etc., as well as giving them ideas in advertising and selling the Universal cleaner.

The booklet of 16 pages, 8 inches by 10 1-2 inches, is finely got up and is printed in colors on excellent paper. The colored window and store show cards that are available to Universal dealers are fully shown, as are a variety of prepared ads for newspaper advertising, with or without electros, which are also listed separately.

Letter heads and mailing cards are also at the disposal of dealers and are illustrated and described in booklet with suggestions for letters.

Lantern slides for the "Movies" can be supplied, and those interested are invited to send for a copy of the booklet.

Hardware LetterBox

Information on trade topics will be gladly supplied to subscribers through this department.

SPALDING HOCKEY STICKS

Collingwood Hardware Company, Collingwood, Ont.—Please inform us where we can buy Spalding hockey sticks.

Answer.—The Canadian distributors for those are A. G. Spalding & Bros., 207 Yonge St., Toronto, Ont, and Montreal, Que.

CROQUET SETS

Emerson & Fisher, Ltd., St. John, N.B.—Will you please advise us if there are manufacturers of croquet sets in Canada.

Answer.—The following are manufacturers of these goods: Beauchamp & Co., Ltd., Montreal, Que.; The Henry Wise Woodenware Co., Palmerston, Ont.

QUEBEC HEATERS

In giving the names of manufacturers of Quebec heaters in a recent issue of Hardware and Metal, the name of the Empire Stove and Furnace Company, Limited, Owen Sound, Ontario, was inadvertently omitted. This company is a large manufacturer of Quebec heaters, ranges, hot air furnaces and registers, etc.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2655. **Enamelware, aluminumware, and general hardware lines.**—A Sydney company desire to hear from Canadian manufacturers of the above lines with a view of arranging for agencies in Australia.

2656. **Representation in South Africa.**—A commission agent in Johannesburg, South Africa, established for many years and having a valuable connection, with knowledge of the financial standing of business firms, would like to represent Canadian manufacturers in South Africa. Banking references given.

2658. **Representation in British West Indies.**—An ex-officer of the Canadian Expeditionary Force, whose home is in one of the West Indian islands, would like to get in touch with some large Canadian manufacturer with a view to acting as representative in the West Indian islands and British Guiana. He has personal connections with some of the largest business men in the British West Indies. He served four years overseas.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE iron and steel market shows little improvement this week. Steel warehouse business in Canada is quiet. The U. S. Steel Corporation mills are continuing production while the independent mills are said to be on a capacity of less than 50 per cent. The unfilled orders of the Corporation are rapidly diminishing, however, and there seems to be a tendency for independents to shade the latter's prices in order to bring business. Copper is down to pre-war values, pig lead in primary markets shows a tendency to firmness. Tin prices have responded to the higher exchange on British sterling.

Price declines on hardware this week include the following lines: Barbed wire, rubber and canvas belting, copper rivets, soldering coppers, malleable fittings, crowbars, picks and mattocks, corrugated sheets, barrel churns, American metallic ammunition, rule and level goods, fuel oil and machine oils. Lower quotations are expected on eavetrough. Lower prices are also quoted on roofings, butts and hinges. White lead in oil is reduced, this being the second reduction in six weeks. Business is showing steady improvement though inventories are still being taken.

Montreal Markets

MONTREAL, January 13.—Price reductions are numerous again this week, a reduction on hinges of all kinds being the outstanding feature. Butt hinges, light strap and tee hinges, and S. & S. hinges, are all affected by the decline. Copper rivets and Penberthy valves also show a decline in price. Stevens rifles have new net prices, and all kinds of drills are quoted lower. Roofing prices were revised to a lower level at the beginning of the new year, felt products being affected. Deliveries on pipe have improved very much during the last few weeks, and it is likely stocks will be well filled before the spring demand.

Scarcity of Pipe Now Improving

Montreal.

PIPE.—Deliveries of pipe, both galvanized and black, can now be made from warehouses of manufacturers. The scarcity, which has been felt for a considerable time has now greatly improved and both manufacturers and jobbers are of the opinion that conditions will be quite normal by the time spring deliveries are made.

Quotations will be found on current market pages.

Practically No Movement in Sheets and Plates

Montreal.

SHEETS AND PLATES. — These lines show practically no movement at present however, this is the usual experience at this season. Stocks are low and a scarcity is noted in some weights.

BLACK SHEETS—		
10 gauge	11 25	....
12 gauge	11 25	....
14 gauge	11 25	....
16 gauge	11 25	....
18-20 gauge	11 25	....
22-24 gauge	11 50	....
26 gauge	11 50	....
28 gauge	11 50	....
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 75
22 to 24 gauge	....	12 75
26 gauge	....	12 75
28 gauge	....	12 25
20 gauge	....	12 25
18 gauge	....	12 25
16 gauge	....	12 25
14 gauge	....	12 25
12 gauge	....	12 25
English Standard—	Queen Head	Fleur-de-Lis
28 gauge	13 00	12 00
26 gauge	12 75	11 75
24 gauge	12 15	11 35
22 gauge	11 80	10 90
18 and 20 gauge	11 10	10 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Prices on Fittings Show no Change

Montreal.

FITTINGS.—Prices continue to hold on pipe fittings, both malleable and cast. The demand for these is small, but may improve now that better deliveries are being made on pipe.

PIPE FITTINGS	
Cast iron fittings	Less 7½%
Plugs	18%
Bushings	18%
Unions, black	35%
Do., galv.	40%
Do., 2½ in., and larger	8%
Nipples, blk., up to 4 in.	50%
Do., gal., up to 4 in.	40%
Do., 4½ in., and larger	50%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Couplings, 4½ in. and larger	Net list

MALLEABLE FITTINGS		
Class B	0 26½	0 37½
Class C	0 17½	0 26½

Iron and Steel Quiet Without Change

Montreal.

IRON AND STEEL.—Prices prevailing on bar iron and steel remain unchanged, following the reduction as stated in our last issue. A little movement is being experienced, but generally business is quiet, though seasonable.

IRON AND STEEL	
Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steed in scroll bdles, 50c per 100 lbs. extra.

Corrugated Sheets Show no Change; Very Few Sales

Montreal.

CORRUGATED SHEETS. — There is nothing new to report on corrugated sheets. Prices remain unchanged and demand is light.

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	12 00
No. 26 gauge	12 75
No. 24 gauge	18 75
No. 22 gauge	22 25
No. 20 gauge	26 50
No. 18 gauge	32 75

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lead Pipe and Waste Are Reduced

Montreal.

LEAD PRODUCTS.—Both lead pipe and lead waste show a reduction of $1.00 per 100 lbs. this week. Other lines of lead products remain unchanged. Zinc sheets, however, also are reduced one cent per lb.

Lead pipe	0 13½
Lead waste	0 14½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 29½
Do., strictly, lb.	0 27½
Do., commercial, lb.	0 24½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 30
45-55	0 31¾
50-50	0 33¾
Zinc sheets, casks	0 15½
Do., broken lots	0 16½

20% to 25% Reduction on Roofing, Insulating Papers

Montreal.

ROOFING, INSULATING PAPERS AND WATERPROOFINGS.—The new year brings with it a revised price list of roofings, etc., with reductions ranging from 20 per cent. to 25 per cent. The cost of producing is lower in regards to rags, efficiency of labor, etc., but on other lines of raw materials, such as asphaltum the price still remains at a very high level. It is felt generally that present new prices are lowest that can be quoted for some time.

Quotations are as follows:

	Car lots	Less
Plus Roofing—		
1 ply	2 10	2 25
2 ply	2 55	2 70
3 ply	3 00	3 15
Eureka—Standard weight—		
1 ply	1 75	1 90
2 ply	2 20	2 35
3 ply	2 65	2 80

Nails Remain Unchanged; Sales Are Light

Montreal.

NAILS.—Prices for this week remain unchanged. Jobbers state sales are seasonably light however they are of the op;inion that a gradual greater movement will be evidenced as the winter months pass. Quotations are $5.85 base on wire, and $6.60 base on cut nails.

30% to 20% Off List on Dominion Cartridges

Montreal.

CARTRIDGES.—Price changes came into effect last week on all lines of Dominion ammunition. The new price is 30 per cent. and 20 per cent. off list, and shows a reduction of 10 per cent. off former prices. The removal of the Luxury Tax is looked upon as the reason for the decline. List prices are shown on current market pages.

Prices Readjusted on Penberthy Products

Montreal.

VALVES. — Prices on Penberthy valves, etc., have been adjusted and reductions are made on some lines.

Bolts Reduced From 5 to 15%

Montreal.

BOLTS.—Carriage and machine bolts have been revised with new lower discounts off list.

New discounts are as follows:

Carriage Bolts—	
⅜ in. and smaller	15% off list
⅜ in. over 6 in. long	Net list
7-16 in. and larger	Net list
Machine Bolts—	
⅜ in. and smaller, 4 in. and shorter	30% off list
Larger sizes	5% off list

Coach Screws Now 20% Off List

Montreal.

COACH SCREWS—The revised prices on coach screws show a discount of 20 per cent. off list prices.

Reduced Price on Tire Bolts

Montreal.

TIRE BOLTS.—This week shows a reduction of nearly 10 per cent. on tire bolts, new discount being 40 per cent. off list.

Stove Bolts Now 57½% Off List

Montreal.

STOVE BOLTS.—A reduction of 10 per cent. is quoted this week on stove bolts, quotations now are 57½ per cent. off list.

New Lower Prices Quoted on Drills

Montreal.

DRILLS.—Straight shank, tapered shank, blacksmith and wire gauge drills are now selling at a new lower discount of 37½ per cent. off list price.

Cotter Pins Have Been Lowered

Montreal.

COTTER PINS.—New quotations on cotter pins show that they are now selling at 82 per cent. and 10 per cent. off list.

15% Reduction on Copper Rivets and Burrs

Montreal.

RIVETS AND BURRS.—A reduction is shown on price of copper rivets and burrs. Rivets are now selling at net list, burrs at plus 50 per cent.

Butt Hinges Reduced; 12½% Lower

Montreal.

BUTT HINGES.—New prices on butt hinges are now quoted, all numbers of steel butt hinges being affected.

New quotations are as follows:

No. 800, 5% adv. on list; No. 838, net list; No. 840, net list; No. 802, net list; No. 804, less 5%; No. 814, plus 25%; No. 810, plus 25%.

Light Strap and Tee Hinges Now 5% Off List

Montreal.

LIGHT STRAP AND TEE HINGES.—A reduction is quoted on strap and tee hinges, and they will now sell at 5 per cent. off list.

Screw and Strap Hinges Reduced

Montreal.

S. & S. HINGES.—The discount has been changed on S. & S. hinges and is now 5 per cent. off list.

New Prices on Steven's Rifles

Montreal.

STEVENS RIFLES.—The following quotations are the new net prices on Stevens rifles. The luxury tax being abolished has had its effect on these arms when the following prices are quoted.

Little Scout, $7.60; Crack Shot, $9.25; Marksman, $11.20; Favorite, $13.65; No. 70 Repeater $20.45.

Waste Materials a Little Firmer

Montreal.

SCRAP MATERIALS—A few changes are noted this week on waste metals. Wrought iron shows a decline of $5 a ton and stove plate is reduced $4 per ton. A slight reduction is also noted on scrap zinc. The market is reported quiet, but a firmer tone noticeable.

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00

Ingot Metals Continue Firm, Improvement Noted

Montreal.

INGOT METALS.—An improvement is noted this week in metals. Prices continue firm and the sterling exchange is being regarded with much interest, as this has quite an effect on all metals. The exchange has advanced considerably during the last few days.

TIN.—This metal is still holding steady in London. The advance in sterling exchange has had a strengthen-

ing effect on it. A steady market is looked for and local quotations are 44 cents.

COPPER.—Copper is decidedly firmer in New York and with production still being curtailed, the situation is improving. The local price on electro is 19½ cents and on casting 19 cents.

LEAD.—Is showing slightly firmer without much marked strength. The market will, no doubt, be irregular for a while. Local price is unchanged at 7½ cents.

SPELTER.—The London market on spelter is strong, although in U. S. it is practically lifeless. The price should improve in time, but there is no immediate sign at present. Quotation is 8¼ cents.

ANTIMONY.—This metal is stronger in New York, where there is some talk of a duty being imposed on Chinese and Japanese imports. Local price 8½ cents.

ALUMINUM.—There is nothing new to report on this metal. Local price continues at 35 cents per pound.

Toronto Markets

TORONTO, Jan. 13.—Several important price changes have been made this week, and they are practically all in the nature of a reduction. Among the lines that have declined are barbed wire, rubber and canvas belting, copper rivets, soldering coppers, malleable fittings, crowbars, picks and mattocks. Corrugated sheets have been reduced and lower quotations are expected in a few days on eavetrough. Barrel churns are lower in price and a new lower price has been made on American metallic ammunition. The new lists issued on Stanley Rule and Level goods show varying reductions in most instances. New quotations on fuel oil and machine oils show declines in price. Staple lines such as bar iron and steel, sheets and plates, pipe, nails, etc., are moving but slowly at present and are mostly holding fairly firm in price. Business is reported to show a little improvement over the last few weeks, and is fair considering that with most retailers taking inventories the present is usually a dull period.

Prices on Barbed Wire About 11 *P.C. Lower*

Toronto.

BARBED WIRE.—It is announced that new prices on barbed wire will be about 11 per cent. lower than previous quotations, but prices to the trade are not issued yet. The new galvanized wire prices show a reduction of from 2 to 8 per cent. from last season's figures.

Trade Discount Changed On Wire "Extras"

Toronto.

WIRE EXTRAS. — All extras on coppering, tinning, annealing, soft drawn, and also oiled and annealed are now subject to the usual trade discount. These were previously quoted net.

Fuel Oil Is Quoted At Lower Price

Toronto.

FUEL OIL. — A slight reduction has been made in the price of fuel oil, and new quotations are barrels, 15.20 cents per gallen, net, and tank cars at 13.20. This is a reduction of 4-5 of a cent per gallon.

Reduction Made On Machine Oil

Toronto.

MACHINE OIL. — Lower quotations are made on machine oil, and a reduction of 2½ cents per gallon has been made. The regular grades are quoted at 56.10 cents, in place of 58.60.

Rubber Belting Reduced in Price

Toronto.

RUBBER BELTING. — A new lower price is in effect on rubber belting and the Lion brand is quoted at 40 per cent. off list of January 2nd, 1920. An extra 5 per cent. is quoted off full rolls of approximately 400 feet.

Bar Iron and Steel Inactive and Unchanged

Toronto.

BAR IRON AND STEEL.—Very little in the way of new developments is reported locally and business is quiet. Wholesalers report a small demand and no change in prices.

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter.	$ 5 50
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter.	5 50
Common bar iron, ¼ in. and heavier	4 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	7 50

No Change in Pipe; Demand Fair

Toronto.

WROUGHT PIPE. — No changes have been made in pipe prices and list No. 46 is still in effect. While sales are lighter at the present than they have been there is said to be a very fair demand considering the period of the year. Pipe mills are reported to have a good quantity of orders on hand, which is more than many of the independent steel mills have. Prices came down to Corporation levels on the last day of the year.

Quotations will be found on current market pages.

Reductions Made On Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — A reduction has been made on corrugated galvanized sheets, and the decline amounts to about 7 per cent. on the two lighter gauges and about 15 per cent. on the heavier gauges. The 75 cents extra for lighter than 24 gauge and wider than 27 inches is cancelled, and the following substitute for one-inch corrugation, 50 cents per square extra.

Sales are light just now on these lines.

Following are new list prices, and are subject to 7½ per cent. discount:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

50 cents per square extra for one inch corrugation.

Nail Supplies Improve; No Further Change

Toronto.

NAILS. — The supply of nails is on the increase and wholesalers are better able to take care of the demand, which, however, is smaller at the present.

The base price is $5.75 per keg for wire nails.

The new price on cut nails is expected to be announced in a few days.

Big Demand for Auto Lenses

Toronto.

AUTO ACCESSORIES.—While trade is reported quieter in these goods at the present, there is a fair demand still for tire chains, engine heaters, etc. Dealers report a big demand for lenses that comply with the new law. Autoists are required to show that their lights comply with the new law before new licenses are issued them, and a big sale of lenses is the result.

Fittings Revised; Malleables Are Lower

Toronto.

PIPE FITTINGS.—New lower quota-

tions are made this week on pipe fittings and reductions have been made in malleable fittings. Class B black are now quoted at 24 cents instead of 30, and B galvanized at 34 in place of 40 cents. In class C the new quotations are 16 cents black, and 24 cents galvanized. The previous prices were 20 and 30 cents. Malleable and cast bushings are now 25 per cent., a reduction of 9 per cent., and unions are quoted at 37½ per cent. off list, a decline of 11 per cent. Plugs are now 22 1-2 per cent. in place of 15 per cent. A fair demand for the time of year is reported, and stocks are in better shape now. Following are present quotations:

	Net
Cast iron fittings	
Plugs	22½%
Bushings	25%
Unions ¼-in. to 2-in.	37½%
Do., ⅛ in., 2½ to 4 in.	25%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 80
Class B	0 24	0 84
Class C	0 16	00 24

Soldering Coppers Down Approximately 16 P. C.

Toronto.

SOLDERING COPPERS.—A decline of about 16 per cent. has been made in the price of soldering coppers, and the base are now quoted at 52 1-2 cents per pound.

Tool Prices Revised; Generally Lower

Toronto.

CARPENTER'S TOOLS. — As announced a short time ago in Hardware and Metal a revision of prices has been made on Stanley Rule and Level goods, and new prices to hand show that though many lines are reduced from 5 to 20 per cent., there are a few lines which bear slightly higher quotations. Stanley planes are generally about 5 per cent. lower.

Pick Prices Are Down One Dollar

Toronto.

CLAY PICKS.—New lower quotations are out on clay and rock picks and long cutter mattocks. The new prices are about $1 per dozen lower and are as follows:

Picks, Clay.—5 to 6 lbs., per dozen, $12; 6 to 7 lbs. $13;

Rock Picks—7 lbs., per doz., $12.50; 8 lbs., $12.75.

Mattocks—Cutter, doz., $13.25; pick, $13.25.

Pail Mop Wringers Are Higher

Toronto.

MOP WRINGERS ON PAILS.—Prices on these goods are slightly higher, and the quotations on the White line are 10 quart size, $3.75 each; 14 quart, $4.20; and 22 quart, $5.25.

Reduction of 50c Per Cwt. on Crow Bars

Toronto.

CROW BARS.—These goods have been reduced 50 cents per cwt. and the new quotation is $11.00 per 100 pounds.

Cotton Mop Cloths Show 20 P.C. Reduction

Toronto.

MOP CLOTHS.—There has been a decline in the price of American cotton mop cloths of about 20 per cent.

Cheaper Lines of Plated Cutlery Reduced

Toronto.

PLATED CUTLERY.—A reduction of about 5 per cent. has been made in the price of the cheap lines of nickel plated knives and forks.

English Grass Shears Will Be Higher

Toronto.

GRASS SHEARS.—Prices on English grass shears for spring delivery show an advance of about 25 per cent. over last year's quotations.

Decline of 13 P. C. On Copper Rivets

Toronto.

COPPER RIVETS.—A reduction of about 13 per cent. has been made in the price of copper rivets. Copper burrs separately are left unchanged. The new discount on rivets and rivets with the usual proportion of burrs is net list, in place of list plus 15 per cent. Copper burrs are still list plus 50 per cent. Net prices are as follows:

Burrs.—No. 7, 74 cents per lb.; No. 8, 75 cents; No. 10, 81 cents; No. 12, 87 cents.

Copper Rivets—No. 7, 49 cents per lb.; No. 8, 50 cents; No. 10, 54 cents; No. 12, 58 cents.

Rivets and Burrs.—No. 8, 56 cents per lb.; No. 10, 60 cents.

Amer. Ammunition Quoted At 22 1-2 Above List

Toronto.

AMERICAN AMMUNITION. — New lower quotations are made on American metallic ammunition, and the new discount is list plus 22 1-2 per cent. The old discount was 27 1-2 per cent. advance on American list, making the decline approximately 4 per cent.

No Changes Made In Oil or Gasoline

Toronto.

GASOLINE AND COAL OIL. — No change has been made in coal oil or gasoline quotations and 28 to 31 is asked for coal oil and 42 for motor grade gasoline. A fairly active demand is shown for both products.

Wire Products; A Decline Probable

Toronto.

WIRE PRODUCTS—Business is rather quiet on wire goods and products. Following the declines in raw materials and wire it is regarded as probable that there will be a revision of prices in wire products and lower quotations are said to be likely on many of these goods.

Daisy Barrel Churns Reduced in Price

Toronto.

BARREL CHURNS.—Reductions have been made in the price of Daisy barrel churns of approximately ten per cent., and the new quotations are: No. 0 and No. 1, $10.80; No. 2, $11.70; No. 3, $12.60; No. 4, $14.40.

Rope Sales Small; Prices Holding

Toronto.

ROPE.—This market is inactive with little business reported. No changes have been made in quotations which are as per current market pages.

Lower Prices Expected On Eavestrough

Toronto.

EAVESTROUGH AND CONDUCTOR PIPE.—Sales are small on these lines now, and business is quiet. New lower prices are stated to be in preparation on eavestrough and will be issued shortly.

Normal Activity In Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—No further changes are made this week on lead and zinc goods. Sales are moderately fair for the time of year. Lead has shown the biggest decline in price during the past year of any metal, although copper has reached a lower level compared with pre-war values. As an example it dropped from £53 a ton to £21 on English markets during the year, when the extreme range in prices previous to the war was from £3 to £7. On U.S. markets it ranged from $9.50 to $4.45 during the year. These figures show that pig lead is practically back at pre-war prices and further declines in primary markets are regarded as improbable. Quotations on products are the following:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 25½
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Compression Goods May Be Revised

Toronto.

COMPRESSION GOODS.—The demand is smaller for these goods now, though there is a fair movement of the smaller lines. Several lines of valves

have been reduced in price recently, and it is reported that other revisions are likely in the near future. Many look for a downward trend on all brass plumbing goods, and it is noted that the largest manufacturers of these goods in the States have made a reduction on all their lines. Following are quotations on principal selling lines:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	7/10%
Standard gate	list plus 5%
Jenkins Globe	Net
Radiator valves, standard	23%

Off Season on Sheets; No Price Changes

Toronto.

SHEETS AND PLATES.—Trade is reported to be inactive in these goods at the present. Prices continue nominally the same, though some wholesalers are of opinion that there may be further slight recessions in sheet prices. Reports from the Pittsburgh district indicate that there is but little activity in the sheet mills and state that it is probable that less than one-third of the independent mills are running. English markets are reported to be weaker in galvanized sheets with little export business at present. Quotations here are the following:

PLATES

10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....

BLACK SHEETS

14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 45
22-24 gauge	8 50	9 50
26 gauge	8 55	9 55
28 gauge	8 65	9 65

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	9 90	11 30	10 00	11 35
U.S. 28	9 50	10 90	9 60	11 05
U.S. 26	9 20	10 60	9 30	10 70
22 and 24	9 05	10 45	9 15	10 60
18 and 20	8 90	10 30	9 00	10 45
16	8 90	10 30	9 00	10 45
12 and 14	8 75	10 15	8 85	10 30

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials; Dull and Declining

Toronto.

WASTE MATERIALS.—The market is reported dull again this week and lack of interest is keeping the volume of business down. The easy situation in iron and steel industry is causing consumers of scrap to expect lower prices and quotations are more or less nominal. Non-ferrous scrap has been very dull. Prices are inclined to lower levels on account of poor demand. The following are average prices:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass	....	10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Heavy copper	0 11½	0 12½
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 25
Old rubbers, boots and shoes	2 00	3 00
Overseas lumbermen's rubber boots	1 50	2 00
Bicycle tires	0 01	0 01½
Tea lead	2 00	2 25
Automobile tires	0 75	1 00

Little Change in Metals; Tin Appears Firm

Toronto.

INGOT METALS.—There is not much improvement in the demand for ingot metals, and it is not expected that there will be very much change before the end of the month. An advance of nearly nine cents in pound sterling exchange rates exercised a strong influence on different metals, and tin and copper were among those to be principally affected. Lead shows a considerably stronger tone in outside markets, but there is a reported shortage of supplies.

TIN.—A little firmer tone is noted in tin and the rise in sterling exchange is having its effect on the market. Business however is dull and stagnant. Quotations have advanced to 48 cents.

COPPER.—Unchanged, but a better feeling expresses this metal. In outside markets there is stated to be an improvement in demand and opinion in the trade is that the market has turned the corner. Quotations on casting copper are unchanged at 19 cents.

LEAD.—While a firmer tone is reported in outside markets, movement is slow and a scarcity of supplies is evident, especially in Eastern markets. Local prices are holding at $7.

SPELTER.—This metal is dull and unchanged, but London reports show an up trend. Quotations are unchanged here at $7.75.

ANTIMONY.—This is reported as dull and unchanged and quotations remain at 8 to 9 cents.

ALUMINUM.—American markets show a continued easiness in aluminum but very little buying. Prices are held here at 37 to 39 cents.

London Markets

LONDON, Ont., Jan. 13.—There are a number of price adjustments this week, and they are mostly in a downward direction. Bolts, nuts, tacks, clout nails, iron and copper rivets, ammunition, belting in canvas and rubber, fence hooks, garden hose, vacuum bottles and brooms are among the lines revised in price. Business in this district has been fair and that is all that can be said for it. The unseasonable weather combined with the fact that merchants generally are taking stock has had a quietening effect on trade. However, travellers are now resuming their trips and expect to be able to secure some good sorting orders. Collections continue good.

New Discounts on Bolts and Nuts

London, Ont.

BOLTS AND NUTS. — New lower prices are in effect on bolts and nuts. The new discounts are as follows:

Carriage Bolts, $1.00 list, ⅜-in. dia. and smaller, 6-in. and shorter, 15 per cent; longer lengths, net list; 7-16-in. and larger, net list.

Machine Bolts, ⅜-in. dia. and smaller, 4-in., and shorter, 30 per cent.; longer lengths, 5 per cent.; 7-16-in. diameter and larger, 5 per cent.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20 per cent.

Square Head Blank Bolts, 5 per cent.

Bolt Ends, 5 per cent.

Plow Bolts, 1, 2, 3, heads, 15 per cent.; other, net extra, 20 per cent.

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30 per cent.

Fancy Head Bolts, net list.

Shaft Bolts ($3.00 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree bolts, net list.

Nuts, 2-in. and smaller, square blank, add to list, $2.; tapped, add to list, $2.50.

Nuts, 2-in. and smaller, hexagon, blank, add to list, $2.25; tapped, add to list, $2.75.

Stove bolts, 57½ per cent.

Tire bolts, 40 per cent.

Iron Rivets and Burrs Discount Now 37½%

London, Ont.

IRON RIVETS AND BURRS. — A new lower price is quoted on iron rivets and burrs. The new discount is 37½ per cent. off list in place of 32½ per cent. The net prices on 5 pound packages, coppered rivets and burrs, assorted, is: No. 8, in ¼ lbs., assorted, $1.50; No. 8, ½ lbs., $1.38; No. 10, ½ lbs., $1.47.

Lower Quotations on Turpentine

London, Ont.

TURPENTINE. — Lower quotations are made this week on turpentine, and present price is 20 cents per gallon less.

1 barrel lots	1 35
2 to 4 barrel lots	1 34
5 gal. lots	1 50

Linseed Oil Prices Hold Unchanged

London, Ont.

LINSEED OIL. — No change has been made this week on linseed oil, and quotations are holding as follows. The demand is light:

1 to 2 bbls.	$1 17	$1 20
3 to 5 bbls.	1 16	1 19

6 to 9 bbls.	1 14	1 17

Less barrels, add 15c per gal.

Nail Demand Light; Wire Base, $5.75

London, Ont.

NAILS. — The demand for nails at present is light and sales are mainly of the sorting up variety. The base price of wire nails is $5.75 per keg.

Net Prices Figured on Ammunition

London, Ont.

DOMINION AMMUNITION. — The discount has been changed here on Dominion ammunition, and it is now quoted at 30 and 20 per cent. off list. This reduction is about 10 per cent. of the amount of the Luxury tax, and the net selling prices on some of the best selling lines are as follows, figured at 30 and 20 per cent. off list.

RIM FIRE.—22 B.B. caps, $3.92 per thousand; 22 short Lesmok, $5.60; 22 short smokeless, $6; 2 long Lesmok, $6.72; 22 long smokeless, $8.40; 22 long rifle Lesmok, $7.84; 22 long rifle smokeless, $10; 25 short black, $13.16; 25 long, black, $18.48; 32 short, black, $13.16; 32 long, black, $15.12; 38 short, black, $21; 38 long, black, $23.52.

CENTRE FIRE.—32 S. & W. black, $21.56 per thousand; 32 S. & W. smokeless, $23.52; 38 S. & W. black, $26.32; 38 S. & W. smokeless, $30.52; 25/20 black, $31.36; 25/20 smokeless, $39.20; 38/40, black, $37.25; 38/40 smokeless, $47.04; 25 Colt Auto, smokeless, $32.48; 32 Colt auto. smokeless, $35.28; 38 Colt Auto., smokeless, $50.96; 32/40, black, $57.40; 32/40, smokeless, $68.05; 38/55, black, $70.28; 38/55, smokeless, $85.12; 32 Winchester Special, smokeless, $80.92; 30/30 smokeless, $80.92; 303 Savage, $80.92; 303 Savage, smokeless, $80.92; 351 self loading smokeless, $68.05.

Crown Black Powder Shells, 12 ga., $43.96 per thousand.

Sovereign and Regal Smokeless Shells, 12 ga., $53.76 per thousand.

Rubber Belting Quoted at 40% Off

London, Ont.

RUBBER BELTING. — A new lower price is out on rubber belting, and it is now quoted at 40 per cent. off list, or a reduction of about 12½ per cent.

Canvas Belting Also Lower

London, Ont.

CANVAS BELTING.—A reduction has been made on canvas belting, and the discount is 50 per cent. off list. This is a decline of approximately 15 per cent.

Fence Hooks Are Down 40 Cents

London, Ont.

GALVANIZED FENCE HOOKS. — A decline of 40 cents per 100 pounds has been made in the price of fence hooks, and these are now quoted at $7.25 per 100 pound keg, and $8.25 per 100 pounds, in 25 pound boxes.

New Prices on Thermos Bottles

London, Ont.

THERMOS BOTTLES. — New lower prices are made on Thermos bottles and refills, and these now take 25 and 10 per cent. discount. The new list price on some of the best sellers is as follows:

	Each. List.
Pint bottle, No. 11	$2 50
Quart Bottles, No. 112	4 25
Pint Refills, 61C	1 50
Quart Refills, 61 Q.C.	2 75
Lunch Kits, No. 396	4 50
Lunch Kits, No. 400	4 50

Less 25/10%.

Lower Quotations For Tacks and Clout Nails

London, Ont.

TACKS AND CLOUT NAILS.—Reductions have been made in quotations on clout nails and tacks. New prices are 65 and 15 per cent. off list, and net prices figured at this discount on some of the better sellers are as below:

Clout Nails—	Blued, lb	Tinned, lb.
¾	0 28	0 32
½	0 24	0 27
⅝	0 28	0 26
¾	0 22	0 26
⅞	0 21	0 26
1 inch and longer	0 21	0 25

Tinned Carpet Tacks—6 oz., 67 cents dozen papers; 8-oz., 84 cents; 10-oz., $1.04.

Blued Carpet Tacks—6 oz., 75c doz.; 8 oz., 72c; 10 oz., 88c.

Cut Tacks—1 oz., 24 cents dozen papers; 1½, 31 cents; 2, 33 cents; 2½, 35 cents; 3, 38 cents; 4, 44 cents; 6, 64 cents; 8, 79 cents; 10, 92 cents; 12, $1.07; 14, $1.24; 16, $1.43; 18, $1.60; 20, $1.78.

Mop Wringers on Pails Are Advanced

London, Ont.

MOP WRINGERS.—Higher prices are being quoted for mop wringers on pails, and these are as follows: Domestic, $38.50 per dozen; Standard, $43.00 per dozen; Janitor, $53 per dozen.

Lower Prices For Garden Hose

London, Ont.

GARDEN HOSE.—New lower prices are now in effect on garden hose and following are the new quotations:

	½-in.	⅝-in.	¾-in.
No. 33 x 3 ply	0 11½	0 14	0 15½
No. 44 x 4 ply	0 13	0 16	0 17
No. 55 x 5 ply	0 15	0 17	0 19

Less 5% in full reels of about 500 feet.

Corrugated—½-in., 19 cents ft.; ⅝-in., 21½ cents; ¾-in.;, 25 cents; 1-in., 40 cents.

Corn Brooms Drop in Price

London, Ont.

BROOMS.—Lower quotations are being made on some makes of corn house brooms, making a reduction of about ten per cent. Prices per dozen are: No. 7, $8.75; Parlor, $7.50; No. 4, stained hardwood handle, $7.50; XX, hardwood handle, $6.75.

Expansion Bits Are Quoted Lower

London, Ont.

EXPANSION BITS.—Reductions have been made on expansion bits, and the small size is now quoted at $22.75 per dozen and the large size at $32.75.

Reduction In White Lead Prices

London, Ont.

WHITE LEAD IN OIL.—The price of white lead in oil has been reduced and quotations are as under. Sales are light at the present.

	Tons	Less tons
Pure, per 100 lbs.	16 95	17 30
Elephant, per 100 lbs.	17 15	17 80

Putty Remains Steady; Sales Smaller

London, Ont.

PUTTY.—There is but little demand for putty just now and sales are smaller. The price remains steady and quotations are unchanged as follows:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 55
Do., 25-lb. drums	10 80

Rope Is Dull; No Change

London, Ont.

ROPE.—Sales continue light in rope and no change in price has been made. Following are prevailing quotations:

Pure Manila, 29½ cents lb., base; Beaver Manila, 23 cents; New Zealand Hemp, 23 cents; Sisal, 21 cents.

Copper Rivets Are Reduced

London, Ont.

COPPER RIVETS.—Approximately 15 per cent. reduction has been made in the price of copper rivets. Copper rivets with or without burrs are quoted at net list. The burrs separately are quoted at list plus 50 per cent. as before.

Winnipeg Markets

WINNIPEG, Jan. 13.—Lower prices are recorded this week on wire nails, nuts, barbed wire, sheet metal, galvanized iron, screen wire cloth, beaver board, iron rivets and burrs, set screws, and cap screws. Carriage, machine, stove, elevator, plow, tire, and sleigh shoe bolts, have declined in price, also coach screws and cut nails. Machinery shafting, steam, and hot water boilers and radiators have dropped in price. Lower quotations are made, too, on wheelbarrows and road scrapers. Lower tendencies seem probable on many hardware lines, and there seems to be a desire to do all possible to encourage a bigger turnover.

Slight Reduction in Price of Beaver Board

Winnipeg.

BEAVER BOARD.—A slight reduction in the price of beaver board has been made this week and it is now selling for $53.50 per 1,000 feet in original bundles and $56.00 per 1,000 feet for less than original bundles.

Black & Galvanized Sheets Reduced $1.75 Per Cwt.

Winnipeg.

BLACK AND GALVANIZED SHEETS.—As predicted in the last issue of Hardware and Metal the price has dropped on black and galvanized sheets and it is quoted this week at $1.75 per hundred pounds lower. Following are the present prices.

Black Sheets	Per 100 lbs.	Galvanized Sheets	Per 100 lbs.
10 gauge	$8.80	16 gauge	$10.60
12 gauge	8.80	18 gauge	10.75
14 gauge	8.85	20 gauge	10.75
16 gauge	8.95	22 gauge	10.90
18 gauge	9.45	24 gauge	10.90
20 gauge	9.45	26 gauge	11.05
22 gauge	9.50	28 gauge	11.65
24 gauge	9.50		
26 gauge	9.55		

Drop in Price of Wire Nails

Winnipeg.

WIRE NAILS.—A lower price is quoted on wire nails this week and the base price at Winnipeg is now $6.95. Fort William price $6.30.

Wire Finishing Nails in 25-lb. Boxes Cost Less

Winnipeg.

FINISHING NAILS.—A lower price is quoted this week on wire finishing nails in 25 pound boxes. The following prices are the latest quotations.

1-in., $9.95 per 100 pounds. 1⅛-in, $9.95 per 100 pounds. 1¼-in, $9.60 per 100 pounds. 1½-in., $9.25 per 100 pounds.

Square and Hexagon Nuts Reduced in Price

Winnipeg.

NUTS.—Although the prices were revised last week and some of the changes were higher, the prices are all reduced this week and are as follows:

Square, Plain	Case lots	Less	Square, Plain Case lots	Less
¼	$17.00	$18.00	$19.50	$20.50
5-16	16.50	17.50	18.70	19.70
⅜	14.70	15.70	16.30	17.30
7-16	14.10	15.10	15.50	16.50
½	13.25	14.25	14.50	15.50
9-16	13.10	14.10	14.20	15.20
⅝	12.80	13.80	13.80	14.80
¾	12.60	13.60	13.50	14.50
⅞	12.50	13.50	13.40	14.40
1	12.70	13.70	13.60	14.60
1⅛	12.40	13.40	13.30	14.30
1¼	12.40	13.40	13.30	14.30
1⅜	12.50	13.50	13.50	14.50
1½	12.80	13.80	13.90	14.90
Hexagon, Plain	**Case lots**	**Less**	**Hexagon, Tapped Case lots**	**Less**
¼ in.	$24.25	$25.25	$27.25	$28.25
5-16 in.	22.40	23.40	24.90	25.90
⅜ in.	18.40	19.40	20.50	21.50
7-16 in.	17.40	18.40	19.20	20.20
½ in.	15.75	16.75	17.35	18.35
9-16 in.	15.60	16.60	17.00	18.00
⅝ in.	14.90	15.90	16.10	17.10
¾ in.	14.40	15.50	15.50	16.50
⅞ in.	14.30	15.30	15.40	16.40
1 in.	14.15	15.15	15.25	16.25
1⅛ in.	14.15	15.15	15.25	16.25
1¼ in.	14.15	15.15	15.25	16.25
1⅜ in.	14.25	15.25	15.45	16.45
1½ in.	14.55	15.55	15.85	16.85

Barbed Wire Down 35c per 100 lbs.

Winnipeg.

BARB WIRE.— A reduction of 35 cents per 100 pounds has been made on the price of barb wire this week, and it is quoted at the following prices:

Lyman, 4 pt.—Winnipeg, $6 per 100 lbs.; Ft. William, $5.50.

Glidden—Winnipeg, $5.80 per 100 lbs.; Ft. William, $5.35.

Baker—Winnipeg, $5.70 per 100 lbs.; Ft. William, $5.25.

Fence Staples Down in Price

Winnipeg.

FENCE STAPLES.—The price for bright fence staples has been reduced this week, and they are now quoted at $7.20 per 100 pounds at Winnipeg, and $6.55 at Fort William.

Reduction in the Price of Screen Wire Cloth

Winnipeg.

SCREEN WIRE CLOTH.— A lower price is quoted this week for screen wire cloth and it is now being quoted at $3.50 per 100 square feet.

Lower Price on Lead Pipe and Lead Waste

Winnipeg.

LEAD AND WASTE PIPE—The price has been reduced this week on lead pipe and lead waste pipe, and they are quoted as follows: Lead pipe, $12.96 per 100 pounds, lead waste, $13.86 per 100 pounds.

Set Screws and Cap Screws Reduced in Price

Winnipeg.

SET AND CAP SCREWS.—A reduction was made this week in the price of set screws and cap screws and they are quoted as follows:

Set screws, 30 per cent. off list. Cap screws, sq. and hex., 15 per cent. off list.

Iron Rivets and Burrs Drop in Price

Winnipeg.

IRON RIVETS AND BURRS.— Reduced prices are quoted this week on different kinds of rivets and burrs and are as follows:

Carriage Rivets, 30% off list.
Wagon Box Rivets, 30% off list.
Section Rivets, 30% off list.
Hame Rivets, 30% off list.
Iron Burrs, 30% off list.
Tinners' Rivets—Black, 30% off list; tinned, 30% off list.

Bluestone Price Revised and Reduced

Winnipeg.

BLUESTONE.—The price for bluestone has been revised for 1921 and is reduced. The latest price is 11½ cents per pound.

Linseed Oil Prices Remain Firm

Winnipeg.

LINSEED OIL.— There is no change of price on linseed oil this week. Business has shown a slight improvement since travelling salesmen are on their territory. Raw linseed oil is now quoted at $1.27 per gallon with boiled at $1.30 per gallon for immediate shipments.

No Change in Turpentine

Winnipeg.

TURPENTINE.—Quotations on turpentine show no change this week and last report of $2.50 per gallon still prevails. The demand has shown a slight improvement.

Pittsburgh Markets

PITTSBURGH, Jan. 13.—Decrease in the production of steel ingots is taking place, and it is predicted that it will be late in March before there is likely to be a decided improvement in the buying of steel products. A point worth noting is that a quantity of the steel now being shipped is not being consumed. Stocks are accumulating and buyers will naturally not be in the market for further supplies until present stocks are reduced. Hence further decreases in production may be expected. Prices are being maintained largely for the reason that with little business there is small opportunity to cut prices, and a fairly steady market is probable for some time to come. There is little doubt eventually that prices will be reduced lower. As an example of values, merchant steel bars are at present 130 per cent. above prices of December, 1914. Briefly tabulated, billet steel prices are holding at Industrial Board levels; the only demand for plates is for railroads; the bar market is soft; rails are unchanged, with good inquiries; the sheet market is poor and tin plates are weak.

PITTSBURGH, January 13.—Production of steel ingots in December was at the rate of about 31,000,000 gross tons a year, this comparing with a rate of about 36,300,000 tons in November and an average rate during the first nine months of 1920, when demand was very heavy, but when there were very serious operating difficulties, of about 42,000,000 tons. The actual production in 1920 was 40,000,000 tons or a shade more.

Actual capacity of the industry, given

Continued on page 66

Readjustment---and the Paint Department

Movement of Union Painters to Lower Costs Is Stimulating Paint Business on Small Scale—Movement May Spread—Likelihood of Early Renewal of Building Activity Shows Importance of Hard-Ware Merchant Watching Local Developments Closely.

ONE of the ill effects of the readjustment period through which we are now passing has been so aggravated that definite action is about to be taken which should result in a considerable improvement in the demand for materials and labor in the lines so affected. One of the most important of these is paints. The condition, briefly, is this—Buying has fallen off to a considerable extent in the expectation of lower prices. Merchants with stocks on their shelves have taken less profits and cleared out stocks at replacement values, or in some cases, at less than that figure but mechanics' wages have been upheld by unions and unless independent action was taken this situation caused a deadlock because no business could be secured at the prices asked.

While this condition does not directly affect paint trade through the hardware stores, it has an effect indirectly in that painters' wages have remained at their peak, and owing to the fact that no concerted action on the part of the union of painters has been taken with a view to lowering the scale, there has been a deadlock and little work to be had. In this way it has affected paint sales to a great degree. It is in this connection that the announcement of union painters and decorators of Toronto to the effect that they are going after business direct and work at the union rate, which is 25 cents per hour less than the charge made by master painters, is of interest.

Business Follows Circular Distribution

This union distributed circulars throughout the residential sections of the city offering citizens the opportunity of having work done at cost. According to the secretary an excellent response has been made and it is the intention to put on an active canvass for business.

Speaking on this matter, E. H. Reeves, secretary of the union, states an offer is made to work at the union rate, which is seventy-five cents per hour. Because of limited capital, it is preferred that people purchase their own paints. The master painters now charge at least $1.00 per hour for labor, so a saving of 25 cents per hour is effected.

A Permanent Scheme

It is stated by the union officials that it is the intention to make the scheme, into which they were forced by conditions, a permanent one. Union painters and decorators were relying to some extent upon Government agencies for securing work, but were disappointed in the results and decided upon an independent line of action.

The cumulative effect of this plan is one of its strongest features. If it results in developing business for painters in this case, the plan may be adopted in othe centres, and one of the best ways to get big painting business under way is to make a start. One newly-painted house on a street will make the rest look shabby and is one of the quickest ways to get action from the other property owners. It is at least a plan which may start action earlier this year in painting than heretofore. Hardware merchants can watch closely any plan having this for its object.

Revival of Building

Plans for a revival of building on a large scale also seem to be taking more definite shape now. Discussing this matter with the head of one of Canada's largest banking institutions, Hardware and Metal was informed that a number of architects had advised clients during the past few months to hold up any building until the spring of 1921. Much of this building is expected to be commenced very shortly, and a mild winter in some localities will speed up such action.

Hence it is advisable that interest in the paint department be kept alive and plans made now for a bigger and better paint season than before. If building is done on a large scale this spring and summer there will be re-opened a valuable field of trade in paints for the hardware merchant, a field which he has been denied for a long time. He has developed good business without this source of trade and the paint department has found it necessary to take the best advantage of every opportunity. As pointed out by the official referred to, the potential demand for paint is great, it is a necessary line and the requirement of it has really not decreased. Therefore, when the demand takes definite shape it is likely to come with a rush.

Size Up Requirements in Each District

Hardware merchants can size up the requirements of their own district for paint, and enquiries made locally will establish the extent to which building may be done this season. This information should be sought out now, at the beginning of the new year, and plans made for the paint department accordingly. Many of the ideas for increasing paint turnover, as outlined in Hardware and Metal during the past year, can be adopted to advantage at the present time, and a survey of a number of these articles might be advisable when contemplating any such changes.

The advice of many in the trade is to keep an ear close to the ground for the first sign of developments locally, and be prepared to take full advantage of the return of building activity and better business conditions generally.

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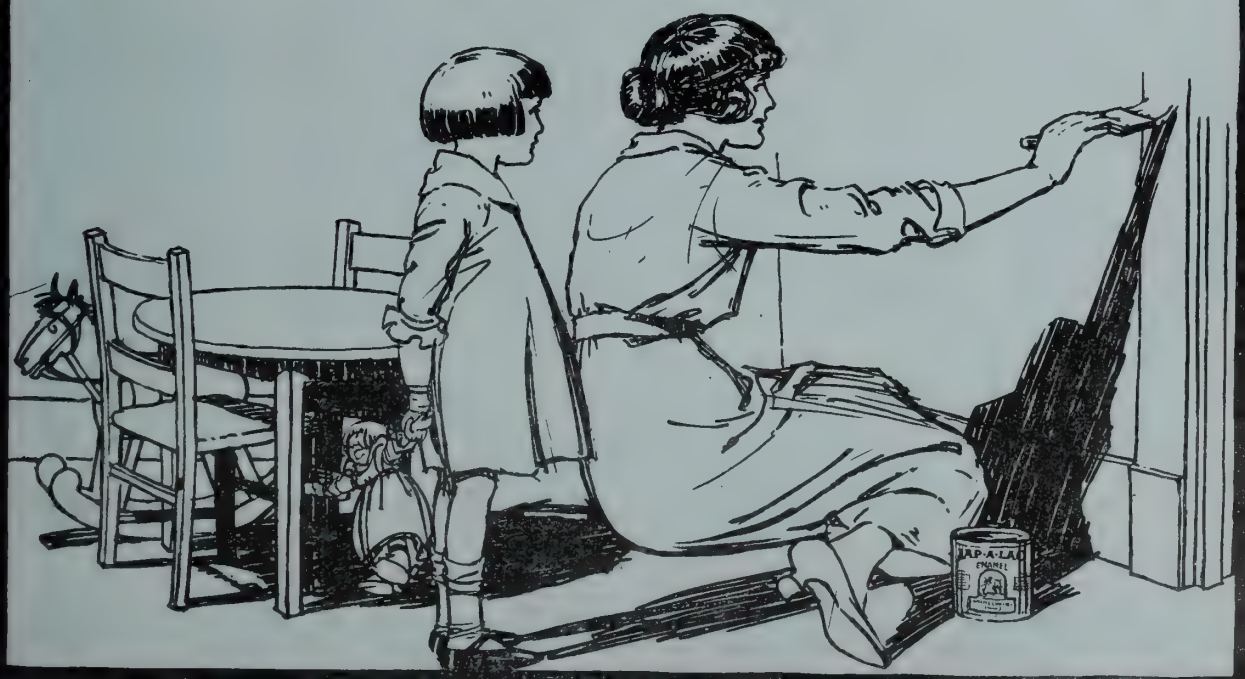
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If interested tear out this page and place with letters to be answered.

Belgians Undersell British Glass Rivals in Canada

Twenty-five Wholesale Glass Merchants Object to Equalization of Tariff on Window and Plate Glass—British Glass Exporters Asked for Change

OTTAWA.—At a recent session of the Tariff Commission twenty-five firms of wholesale glass merchants presented, through N. L. Martin, Toronto, a memorial denouncing the recent proposal of one manufacturer for the equalization of the tariff on window and plate glass. In the case of ordinary window glass the suggested increase, raising the British preferential and general tariff rates from 7½ and 12½ per cent. respectively to 20 and 30 per cent. would have meant a 266.6 percentage of increase and in other lines the advance would have been very marked.

Patents New Process

The manufacturer referred to, has patented a new process of glass manufacture which bids fair to revolutionize the whole industry. The comparatively primitive methods in use in the glass trade can be replaced by machine production. It is claimed that one man can take care of the operating end of six of the new machines and that "from the time the raw materials are unloaded until the finished glass is cut into desired sizes at the end of the lehr, no human hand has had anything to do with its formation." This process, however, does not apply to making plate glass and until this process is extended to plate glass it was contended the increased duties would result in an increase in the cost "of every little shop window, of every mirror used in every home in Canada and of all furniture in which plate glass had a place."

British Exporters Asked for Change

The Canadian representative of Pilkington's, glass manufacturers of St. Helen's, England, also voiced his protest to the suggested changes.

The Pilkington firm some eight years ago established a plant at Thorold, Ontario, for the manufacture of window glass only. He pointed out that hitherto they have managed to exist with the present rates of protection, which are only 7½ per cent. against Britain but for window glass they would like to see them raised to 15 per cent.

They desire, however, no disturbance of the rates on the other types of glass which they import from the parent firm at St. Helens. Their manager brought up the question of the alteration of the policy of the customs department in regard to foreign exchanges and reduction involving them and contended that Mr. Wigmore's change of policy had simply wiped out the British preference.

In the glass trade the Belgians, with their infinitely greater depreciation of currency, are now able to undersell their British rivals here, and Pilkington's know it to their cost. Sir Henry informed the witness to his surprise that the change had been made at the direct request of British exporters, and added: "I thought myself they did not know what was good for them."

SUSPICIOUS "PAINT" LOST A FIFTH

London, Ont.—License Inspector J. E. Keenleyside seized a shipment of whiskey addressed to Exeter, Ont., valued at $2,000, as it was passing through this city. It was marked paint and was ostensibly shipped by a Montreal paint firm. Mr. Keenleyside had been tipped that a suspicious consignment of "paint" was on the way, but by the time it reached London one-fifth of it had mysteriously disappeared.

Banquet of McArthur Irwin, Ltd., Staff

MONTREAL.—The annual convention of managers and salesmen of the McArthur Irwin Ltd., manufacturers of Crown Diamond products, this week, was one of the most successful yet held.

The slogan adopted this year was "expansion by co-operation," and from the enthusiasm and optimism shown by all 1921 should go down as one of the big years in the history of the company. Practical demonstrations of the products were given by experts. These proved to be extremely interesting and constructive. They were staged in the most elaborate and complete manner, and with the exchange of ideas from the men information was garnered that will undoubtedly prove of great value throughout the coming year.

Mr. Parker, of Parker Irwin Ltd., and Mr. Davies, of Davies Irwin Ltd., were also present representing these two companies which are associated with the company of McArthur Irwin, Ltd.

Annual Banquet

A very enjoyable banquet was given for the staff of McArthur, Irwin, Ltd., at the Place Viger Hotel, in connection with the annual convention of the executive and sales force. A tasty dinner was provided and the arrangement of the menu provided much mirth. The articles of diet ranged all the way from "Puree of Paris Green" (soup) to "Planked White Lead with Linseed Sauce" and "Prussian Blue Point Oysters" (fish) to "Roast Pig Lead" and "Orange Shellac" (fruits) and "Walnut Var Stain" (nuts). The border of the menu consisted of a group of drawings humorously depicting some peculiarity of the various members of the staff. These provided many a laugh.

Following the banquet a musical program was given, with toasts to the King, our President, our Country, our Guests worked in between the numbers. F. A. Bengough rendered a solo, followed by a humorous selection by P. N. Soden. J. Irwin rendered a song and the Westmount Jazz Band was heard in an instrumental selection. A humorous song entitled, "I Think I'll Get Wed in the Summer," was given by M. W. Reynolds, followed by a flute solo by R. Mallette. A. J. Shepley completed the program with a song.

The keynote of the gathering was "Expansion by Co-operation," and optimism was expressed that 1921 would see substantial strides in that direction.

Mr. John Irwin, vice-president was master of ceremonies and awarded prizes, and the recipients were warmly applauded as in some instances they won in face of handicaps. The winners were first, E. C. Moonan, 246 Beaconsfield, Montreal; second, G. H. Charles, 31 Richmond St., E., Toronto; third, D. Rankin, 26 Victoria Park Ave., Toronto.

Spirit of Loyalty

One outstanding feature of this, as well as of all other McArthur Irwin gatherings, is decidedly noticeable, and that is the remarkable spirit of loyalty and good fellowship.

There is a certain sincerity in the open handed hospitality and what might be termed the "family" feeling which gives all McArthur Irwin gatherings an atmosphere which is much to be desired.

Among those present were the following:

J. Irwin, R. H. Monk, F. A. Bengough, G. Armstrong, A. J. Shepley, A. Lacroix, P. N. Soden, G. Dubois, A. Seguin, R. Mallette, R. Berry, J. Reid, W. P. Dickson, F. W. Nugent, J. A. Trempe, J. Geo. Marier, Wm. Reynolds, E. Nadon, R. B. Bremner, C. F. Richardson, R. J. Sheppard, J. C. Yaffey, J. Shipton, T. Shipton, G. Body, Geo. Davies, A. H. Illsey, D. S. Blaikie, A. W. Poole, J. P. Davies, H. C. Parker, L. Mould, R. W. Smith.

Chatham Merchants Elect Officers

Chatham.—W. J. Easton was unanimously re-elected president of the Retail Merchants' Association at their annual meeting in the Chamber of Commerce Forum. Other officers unanimously elected were: Erne White, vice-president; Bert F. Brown, secretary, and James E. Gray, treasurer.

RAMSAY'S

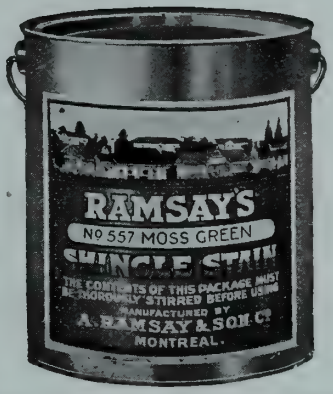
Don't Delay Preparing for Spring

It's the Ramsay Lines That Pay You Dividends











A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 Years

TORONTO WINNIPEG MONTREAL VANCOUVER

Distributors:

Edmonton District:
Revillon Wholesale Limited
Edmonton

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

If interested tear out this page and place with letters to be answered.

Sends Paint Message on Blotters

A. H. Bedard Finds Blotters for Enclosure in Letters Good Way of "Breaking New Ground" in Selling Paints and Specialties

WHENEVER he desires to "break new ground," A. H. Bedard, hardware merchant, 392 Victoria avenue, Westmount, Montreal, has adopted the plan of using a small blotter which will fit the ordinary business envelope. This plan he has extended to the paint and varnish department with good success. The blotter bears a pointed message and is illustrated with a neat and effective cut. Its value, according to Mr. Bedard, lies largely in the fact that the message goes right where it will make the most impression. A selected mailing list of good paint prospects is used for the purpose.

Emphasize One Argument on Each

A somple of the messages given on these blotters is shown herewith. Some recognized argument in connection with the sale of paint can be emphasized or some new angle given which will tend to bring more direct action. The message shown herewith has to do with the preservation of lumber owing to its high cost and points out that paint is cheap insurance against weather and depreciation of buildings.

Close Personal Interest in Customers

Close personal interest in each case and the explaining of all details in connection with the use of the article purchased is said to be one of the foremost business building plans adopted by this store. This factor applies in large measure to sales of paints and specialties. It is recognized by Mr. Bedard and his salesmen that if a customer through ignorance makes the wrong application of the article purchased and therefore does not secure the results claimed for the article, dissatisfaction will result and such a condition injures all in the trade. As pointed out by Mr. Bedard to Hardware and Metal, it is therefore a wise plan to give the customer all available information in connection with the use of such a line as paint in order that it may be used rightly, give the desired result, and bring the customer back to the store for future requirements.



A pointed message emphasizing some argument for paint sales, such as this, is used on a blotter in size to fit an ordinary business envelope, by A. H. Bedard, hardware merchant, Montreal. Mr. Bedard states that this plan is a big help in "breaking new ground."

Expect Early Improvement in Demand for Turpentine

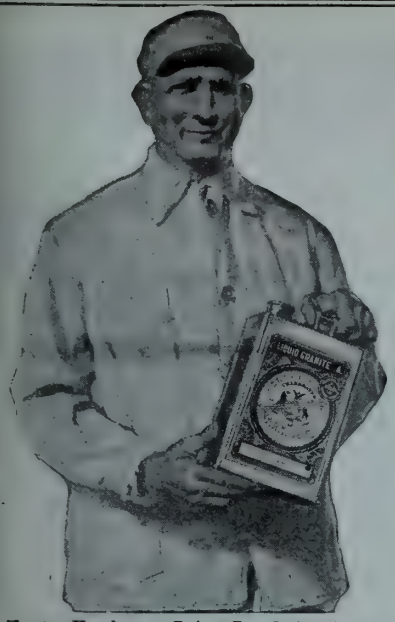
THE sentiment has grown in naval stores trade circles that the new year will not have progressed far before there will be a noticeable improvement in demand, not through large orders but through a great number of moderate orders from unsupplied consumers who must buy to carry on operations, says the Naval Stores Review, Savannah, Go. This is the opinion also of visitors from other sections who are conversant with the situation and the industries using turpentine and rosins. The policy of buying from hand to mouth is expected to continue, holding down individual orders to as small proportions as needs will permit, but as the greater number of consumers have allowed themselves to run well out of supplies a multiplicity of small orders should do much to relieve the situation. Some distress stuff still finds its way to market at discouragingly low prices but the quantity of such stuff is rapidly diminishing and the period of forced sales of this character is rapidly drawing to a close. With diminished production ahead for 1921 the position of supplies is expected to become stronger from now on, but it must not be lost sight of that the consuming world must be convinced that this decrease in crop is to be an actual fact before it will be encouraged into a more liberal policy as to purchases.

Big Building Rush in London

London, Ont.—The greatest rush of building that has ever been known will mark the opening of spring in London. In addition to a large number of the better class of residences tenders will be called shortly for larger work, including a new $650,000 collegiate; Sick Children's Hospital, to cost $250,000; factory for the Rawleigh Products Co., $200,000 addition to Bethseda Hospital $85,000; new east end Salvation Army hall, $25,000; new Children's Shelter in South London, $25,000; addition to factory of the London Concrete Machinery Co., $25,000, and a new $50,000 church for the Christian Church congregation. Tenders will be called in March for three new buildings for the Western University, to cost $1,000,000. The contract has just been awarded to the Frid Construction Co., Hamilton, for the new million dollar hotel and the old buildings on the site are being wrecked. John Hayman & Sons have plans for a new block of apartments to cost $75,000.

Ask Special Tariff for Galvanized Iron and Steel Sheets for Culverts

Ottawa.—R. W. Gladstone, on behalf of the Canadian Iron Ingot Co., which has factories at Guelph and three other places and makes galvanized corrugated pipe used for culverts on roads, appeared before the Tariff Commission and presented a case on the special galvanized sheets which are his firm's raw material, but are not manufactured in Canada, there is a duty today of 12½ per cent. under an old and unsatisfactory classification. Materials used for gas and water pipes in the city pay only 5 per cent. duty, and here material used for the benefit of the rural communities has to bear a levy of 12½ per cent. To abolish this unjust discrimination, Mr. Gladstone urged that a new specific tariff item should be created for "heavy galvanized iron or steel sheets for culverts used for building public roads." The commission promised all consideration to his request.



The Luxeberry Painter Says:

"Beautiful homes are made from the inside out and not from the outside in. The outside of the house is the casket, the jewel is inside, and it is the painter who creates it with the aid of the right finishes. I always use Berry Brothers' Finishes because with them I can depend upon producing results that please me and satisfy my customer. I made a notable failure or two with other finishes, but it will never occur again."

The year-in-year-out uniform quality of Berry products has established a nation-wide demand for them that is always growing.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

261

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulation.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, January 13th.—The feature of this week's market report is the reduction on white lead in oil. This comes at a very opportune time, as spring demands will soon be moving, and no doubt the new price will assist the movement.

Linseed oil and turpentine remain unchanged for this week. Little business is offering on these lines at present. Putty also remains very quiet.

White Lead in Oil Reduced in Price

Montreal.

WHITE LEAD IN OIL.—A reduction is quoted of $1.25 per 100 pounds. on white lead in oil this week. The recent decline in pig lead and linseed oil is no doubt accountable for the above reduction. Stocks of white lead in oil are quite heavy in the hands of corroders and it is possible the sacrifice has been made on present stocks to enable them to meet the present day situation. Prices are likely to remain firm for some time now, as pig lead has been advanced over former low level.

Quotations are as follows, $16.00 per 100 pounds in five ton lots, $16.50 in one ton lots, and $16.85 for less than ton lots.

Putty Prices Unchanged; Sales Small

Montreal.

PUTTY.—Previous quotations still hold for putty. There is little business offering at this time, but now that travellers are again on the road, it is thought the demand will be somewhat heavier. Quotations are as follows:

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.....	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs...	8 25	8 50	8 85
Bladder barrels, 400 lbs. ..	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

No Change Reported in Linseed Oil

Montreal.

LINSEED OIL.—The market on linseed oil is reported a little firmer, with a steady movement being experienced. Although a lower price has been looked for, when the large Argentine Republic crop was considered, prices remain unchanged for this week.

1 to 4 barrels	1 15	1 16
5 to 10 barrels	1 14	1 15

Turpentine Shows No Change

Montreal.

TURPENTINE. No new developments have taken place in turpentine and previous quotation still holds. The demand is also light on this product, however, this is only considered seasonable, and a better movement is expected in a week.

Turpentine—	Imp. Gal.	
Single barrels	1 33	1 48
Small lots	1 43	1 58
(Packages extra.)		

Toronto

TORONTO, Jan. 13.—The chief feature of the week is the reduction of $1.25 per cwt. in white lead prices. This change takes effect from January 10th, and makes a decline of about 17½ per cent. from last season prices, the previous change having been made about six weeks since. Business is reported to be quiet yet in paint and varnish lines, although a fair quantity of sales are stated to have come to hand considering.

No alterations have been made in quotations on putty or varnish.

Business is very quiet in turpentine and linseed oil. On Savannah markets there is but little movement of turpentine or resin and stocks are much heavier than this time last year.

Good crops of flaxseed in different countries should ensure a sufficiency of oil at lower prices than was possible during 1920. In another week it will be easier to estimate how the orders are coming in for spring business in paint and varnish.

Paints and Varnishes Slow Without Change

Toronto.

PREPARED PAINTS. — Travellers are on their rounds again this week, but it is a little early yet to judge how spring business is coming in. In another week or so it will be possible to tell whether retailers are placing their orders for spring requirements as freely as usual. Prices are guaranteed until the first of July, and it is stated that the reduction this week on white lead will not affect paint prices. Although our markets do not follow American markets, it is interesting to note that varnish prices over there have been reduced recently.

White Lead in Oil Drops $1.25 Per Cwt.

Toronto.

WHITE LEAD IN OIL. — Effective January 10th, a reduction of $1.25 per 100 pounds has been made in price of white lead in oil. This is the second decline in about six weeks, the last change taking place late in November, when it was reduced $2.25 per cwt. These reductions have been expected on account of the lower quotations on pig lead and linseed oil.

The demand has been small of late in this commodity, but this is a dull time of the year, with many merchants taking inventories.

The new quotations for standard pure in ton lots is $16.95, and in less than tons $17.30 per 100 lbs. Prices are as per current market pages.

Turpentine Is Slow And Unchanged

Toronto.

TURPENTINE. — No new developtine at Savannah and elsewhere are reported to be much heavier this year than last and with very little present demand. The production is 30 per cent. higher, and there is a feeling in the trade that lower prices will rule than the present quotations. The demand is exceptionally light in local markets and prices are unchanged, as follows:

Turpentine—	Per Imp. Gal.
1 barrell lots	1 35
2 to 4 barrel lots	1 34
5 gal. lots	1 50

Linseed Oil Slightly Lower Again

Toronto.

LINSEED OIL. — Very little oil is moving, but a slight reduction has been made this week in quotations, and the price is 7 cents below last week's. Wholesalers state that the demand is small and sales are light at present. There should be a better demand for oil within a short while now. Prices are the following:

1 to 2 barrels, gal	1 10	1 13
3 to 5 barrels, gal	1 09	1 12
6 to 9 barrels, gal.	1 07	1 10

Kyanize

KY-A-NIZE

SANITARY FLOOR ENAMEL





"These Are My Helpers in Creating More Sales for You"

—Winthrop Wise

Back of the big campaign in the leading magazines, there is the most powerful array of store and window advertising you ever saw.

In addition to striking, attention-arresting cut-outs of Winthrop Wise, the twenty-four-hour-a-day salesman, we furnish handsome signs, display stands, window trims, hangers and literature. All proven sales-winners in pushing

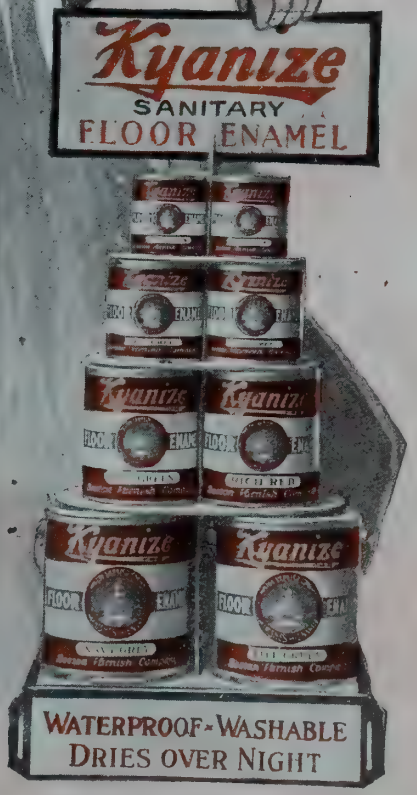
Kyanize
KY-AN-IZE
SANITARY
FLOOR ENAMEL

The new coating for old floors, that *Kyanize* Agents everywhere are reaping a bountiful harvest on. A ready market awaits the *Kyanize* Agent who stocks this product. Our advertising brings it to the dealer's counter.

PROGRESSIVE DEALERS — The *Kyanize* Exclusive Agency is open to *only one* up-to-the-minute merchant in each locality. If there is no Agent near you, write for our plan to-day—Now.

BOSTON VARNISH CO.
Everett Station 49, Boston, Mass., U.S.A.

Canadian Wholesale Distributors:
J. H. ASHDOWN HARDWARE COMPANY, LIMITED
Winnipeg | Edmonton | Calgary | Saskatoon
Bogardus, Wickens, Limited, Vancouver, B.C.
Robertson, Foster & Smith, Limited, St. John, N.B.
Townsend Paint Manufacturing Company, Montreal, P.Q.
Sturgeons, Limited, Toronto, Ontario



If interested tear out this page and place with letters to be answered.

Rosin Holds Unchanged; Fair Stocks

Toronto.

ROSIN. — Very little change is in evidence in rosin, but the tendency is towards lower quotations. Stocks are heavier, production was greater and the demand is lighter, with export less than usual. Germany used to be one of the biggest buyers of rosin, but chiefly on account of exchange rates and financial difficulties this market has been a closed one to U. S. exporters of rosin and has not been resumed since the war.

Window Glass Is Quiet and Steady

Toronto.

WINDOW GLASS. — Trade is quiet in glass, and there is little to be said at present. Prices are holding steady and no changes are expected. Travellers are starting out again, but there will not be much activity in this line for a few weeks, it is thought. Present discounts are nominally 30 per cent. off list for case lots.

Putty Quotations Are Holding

Toronto.

PUTTY. — Business is quieter in this line, and no changes have been made in quotations. On account of stocktaking, sales are usually small and of the sorting-up variety. Present quotations are as follows and are unchanged:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

PITTSBURGH MARKETS

(Continued from page 57

reasonably favorable working conditions, such as always obtained prior to November, 1916, but which have been very rare since then, is about 52,500,000 tons or about 22,500,000 tons for the Steel Corporation and 30,000,000 tons for the independents. The mills did not operate in December in these proportions by any means, as the Steel Corporation still had good order books and indeed increased its operations slightly, by reason of having greater supplies of coke, while the independents had almost run out of orders. The corporation operated in December at about 92 per cent. of capacity and the independents at about one-third capacity. As nearly as can be estimated, in December the Corporation produced ingots at the rate of about 21,000,000 tons a year, while the independents produced at the rate of about 10,000,000 tons. Independent mill operations have been declining continuously and thus are now at a materially lower rate than the average of December, probably between 20 and 25 per cent. of capacity or at 6,000,000 to 7,500,000 tons a year.

The greatly different positions of the Steel Corporation and independents is shown in another way by the record of blast furnaces. In December independent steel works and merchant furnace interests blew out 55 blast furnaces and blew in none, while the Steel Corporation blew out only one, and blew in five.

Production Prospects

At the present moment steel ingots are being produced at the rate of about 28,000,000 tons a year. Of course, one would like to see prospects of the rate of production beginning to increase at once, but obviously that cannot be expected. In the first place, buying is very light, indeed, while from day to day old business is being completed. In the second place, a rate of 28,000,000 tons is precisely two-thirds of the 42,000,000 ton rate that obtained during the first nine months of 1920. Nobody can be so ignorant of general conditions existing, as compared with those in the major part of last year, to believe that the rate of steel consumption is decreased by only one-third. Finally, it is known that some of the steel now being shipped to dealers and consumers, and being accepted willingly by them, is not being consumed. The steel is accumulating. Obviously these buyers will not, for any length of time, continue to accept more steel than they are consuming.

Hence further decreases in production of steel may be expected. The question is when increased buying will have proceeded far enough to take up the slack and convert decreasing production into increasing production. In well posted and conservative quarters it is confidently predicted that there will be a decided improvement in buying of steel products some time in March, more likely in the second half of the month. It may not be until some time afterwards that the rate of steel production will be back to the present rate, but it would not require much to put the industry in better shape than it is in at present.

Steel prices may be described as being well maintained, but that is really not saying much since so little business is moving that there is scarcely any opportunity to cut prices. It may be said, however, that most mills are altogether averse to cutting prices. It was one thing for the independents to reduce their prices to the Steel Corporation level. It would be another thing altogether for them to cut the Steel Corporation prices. The independents would of course like to operate their plants in full, but there is no chance of their being able to do any such thing for the present. A good way to put in the time is to reduce production costs, and a period of idleness is not altogether objectionable, having some advantages. Undoubtedly there will be competition between some of the smaller mills, resulting in price cutting, but there will be none of this on the part of the Steel Corporation or several of the large independents.

A fairly steady market, therefore, is to be expected for some time to come, perhaps for only a few weeks, perhaps for several months. Eventually, without doubt, prices will be lower. Some manufacturers virtually admit this. Others do not, but that is presumably from policy or habit. There is ample proof that steel prices will be lower. As noted above, production during the first nine months of 1920 was at the rate of about 42,000,000 tons of ingots a year, and that was only 80 per cent. of capacity. A greater output could not be realized because there were physical difficulties in the way, the chief of which was shortage of fuel. Thus to employ the full capacity consumption would have to be one-fourth greater. It cannot be argued that physical disability will stand in the way, for when industry becomes active again it is going to be on an efficient basis. There will not be a full demand unless everything is functioning smoothly. It is a settled fact in the present readjustment that in future all industries will have to be content with moderate profits. When the Steel Corporation operated at well under capacity in 1920 it reported large profits, and practically everyone is convinced that the accounting methods were so conservative that the profits were really larger than were reported. Accordingly, very large profits would be yielded on present prices with full operation and with the reduction in costs from the present level that is now regarded as certain. Hence selling prices will be lower, but they will hardly be lower until costs have been reduced and until there is prospect for a moderately full operation of industry. Merchant steel bars, the most prominent product of the steel industry, averaged 1.40c in the ten years 1904 to 1913 and were down to a minimum of 1.05c in December, 1914. The war control price was 2.90c and the present price, that of the Industrial Board and of the Steel Corporation, is 2.35c. According to whether the reduction in costs is mild or drastic, and the wait for large orders to be offered is short or long, the steel bar market will probably turn on either about 2.00c or 1.80c. Of course, definite predictions as to actual quotations cannot be made, and figures are mentioned here merely to assign a definite measure to the estimate of the forces that will be at work.

New Machine for Northern Bolt, Screw and Wire Co.

Owen Sound, Ont.—The Northern Bolt, Screw & Wire Co. is installing a machine for the production of flat bright cold rolled steel. It is said to be the only one of its kind in Canada, and was constructed by the Corbett Foundry & Machine Co., of Owen Sound, especially for the company.



Successful C. P. INSECTICIDES are

DRY LIME SULPHUR
PARIS GREEN
SPRAYIDE
ARSENATE of LEAD
(Dry and Paste)
ARSENATE of LIME

C.P. Insecticides

For Efficient Spraying

The vast majority of farmers and fruit growers are convinced of the necessity of spraying as a means of producing full crops of prime quality.

But as results in this regard are determined by the quality of the spray it is very important for dealers to stock and recommend insecticides which actual tests have proven to be entirely satisfactory.

A stock of Canada Paint Insecticides will enable you to meet your customers' every spraying requirement. Economical and easy to apply, they furnish maximum poisoning strength and killing power, controlling the insect pest effectively without the least injury to foliage or fruit.

When you're stocked with C. P. Insecticides your selling efforts will be backed by a vigorous consumer advertising campaign which will direct the local insecticide demand to your store.

May we send you full particulars, prices, etc.?

THE CANADA PAINT CO.
LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.R. do.	.....	.....	18.70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144.50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Beneh, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	5.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.

Machine Bolts, 7-16 in. dia. and larger, 5%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20%.

Square Head Blank Bolts, 5%.

Bolt Ends, 5%.

Plow Bolts, 1, 2, 3 head, 15%

Plow Bolts, others, net extra, 20%

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whilffletree Bolts, net list.

Tire Bolts, 40%.

Stove Bolts, 57½%.

Nuts, 2 in., and smaller, square Blank, add to list $2.00.

Nuts, 2 in., and smaller, square Tapped, add to list, $2.50.

Nuts, 2 in. and smaller, hexagon—Blank, add to list, $2.25.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list, $2.75.

Tterms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets,, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beatuy	10 00
Royal Blue	14 95

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $10.80 to $13.50; No. 1, $11.70 to $13.50; No. 2, $11.70 to $15; No. 3, $12.60 to $16.50; No. 4, $14.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.65
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.00 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

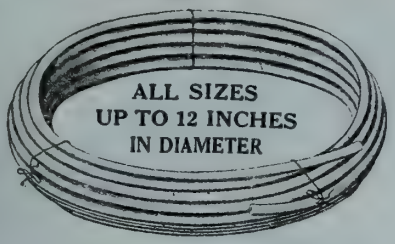
DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

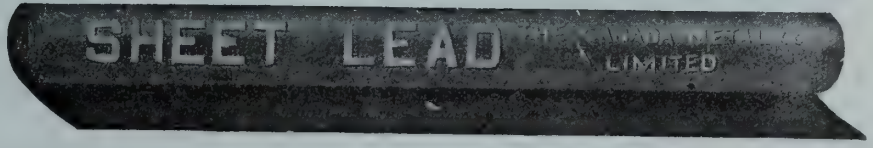
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

COLLECTIONS

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EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
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Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	60
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 25%; cast bushings, 25%; unions, 37½%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 22½% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 70	0 80
B	0 24	0 34
C	0 16	0 24

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 60

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 09
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 35 3 35
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $5.75.

F.O.B. Montreal, $5.90 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.60; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

"Save the Surface and you save all" *Paint & Varnish*

Registered Floglaze

"The finish that endures"





A Bigger Proposition Than Ever

Universally adapted to every domestic surface, which creates bigger opportunities for sales.

Concentrated in number of shades to keep the dealer's investment of capital and shelf at minimum.

Permits larger turnover on smaller capital with greater profit.

Seven Big Lines:---

Floglaze For Home and Farm
Floglaze Lac Shades
Floglaze Art Shades
Floglaze Auto Finishes
Floglaze Porch and Veranda
Floglaze Exterior Surfaces
Floglaze Velvet Finishes

Note our increased facilities for wider and quicker distribution

Distributors for British Columbia:
The Callendar Shore Co., Limited,
155 Pender St. West, Vancouver, B.C.

Sole Distributors for Manitoba, Saskatchewan, Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited,
243 Beaver Hall Hill, Montreal, P.Q.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 98.1
Mach. oil, regular grades	0 56.1
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 15.2
Do., tank cars, net	0 13.2

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	....
Do., No. 2, Anchor	1 10	....
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	....
Do., No. 2, Anchor	1 45	....
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 55
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45
	Per 100 lbs.	
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Spruce Sheathing, 36" and 72" wide	9 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	12 00
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	12 50
8 lbs.	14 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in..	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA Prices nominal, Montreal, Toronto		
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	....	25 00
IX, 20x28, 112 sheets	....	28 00
IXX, 20x28, 112 sheets	....	31 00
IXXX, 20x28, 56 sheets	....	16 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX. 14x20 base	17 00
IXX. 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	16 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burs, net list; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 2c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	....
Everlastic, 2 ply	2 50	....
Everlastic, 3 ply	2 95	....
Panamoid, 1 ply	1 90	....
Panamoid, 2 ply	2 30	....
Panamoid, 3 ply	3 20	....
Red Star, 2 ply	2 33	....
Red Star, 3 ply	2 75	....
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 62
Do., 5-32 In.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 35
	Dozen
713—50 ft., Ass Skin	3 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Maple Syrup Cans





"SUGARING" time will soon be here and merchants will do well to stock up on these lines in order to meet the demand for the season's trade.

Supplementing our representative stock of Sap Spouts and Buckets, we offer you two very satisfactory Syrup Cans.

Both shapes illustrated have strong handles and screw tops made of plain tin.

We can give you prices on application.

In these, as in all the other lines we make, the name "Davidson" denotes the better article.

Your correspondence is invited.

The Thos Davidson Mfg Co Limited

Head Office: Montreal
Branches : Toronto, Winnipeg
Steel Foundry Division, Lachine Canal, Turcot

DAVIDSON



ALWAYS IN DEMAND

"T.F." COBBLERS' OUTFITS

MADE FOR ALL REQUIREMENTS

Handy Household Outfits to Store Sizes

Cobbler Sets are supplied with full assortments of articles, guaranteed quality materials as becomes the "T. F." reputation, also Shoe Holders, Cobblers' Fittings, etc., conveniently packed. These goods are ready sellers when prominently displayed.

Don't put off ordering. On request we will gladly forward prices and details. Write us—now!



Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William St., St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.
Queen's Hd. Fleur-de-lis
28 gauge ...
26 gauge ...
24 gauge ...
22 gauge ...
20 gauge ...
18 and 20 ga.
Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 25
Galvd.	7 25

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 80% off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast	Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS	Discount
Wire Tacks	65 and 15%

Revised Hardware Tack List adopted Jan. 20, 1920. 65 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)	
5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 50
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Standard Gate	list plus 5%
Jenkins Globe	net

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%.
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $13.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 294

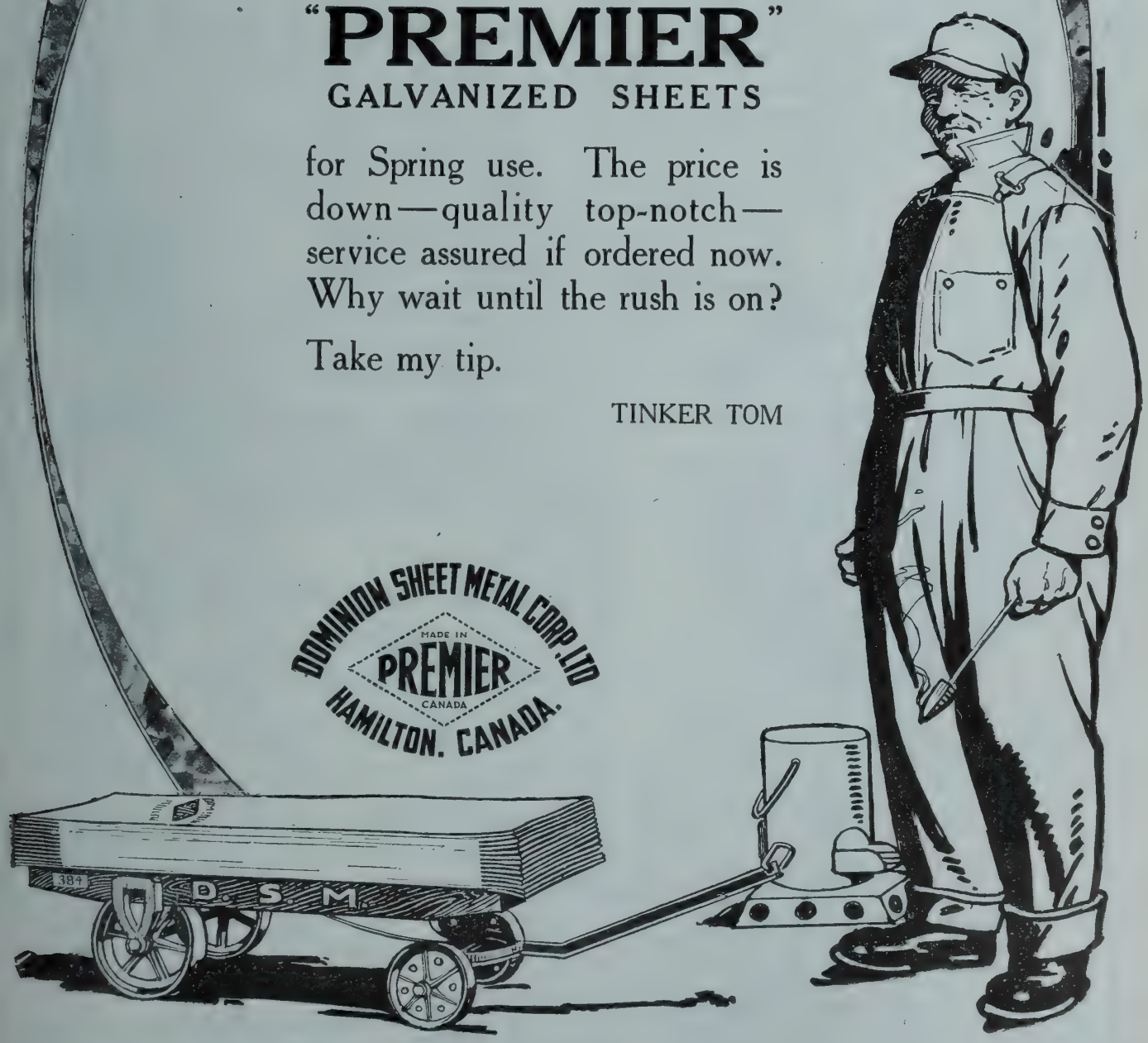
Now is the time to order ——

"PREMIER"
GALVANIZED SHEETS

for Spring use. The price is down—quality top-notch—service assured if ordered now. Why wait until the rush is on?

Take my tip.

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	-50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, London, 30%; Montreal 25%.
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2 15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$6 50	6 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Gal.
Solignum, Browns	$1 25
Solignum, Greens	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 28
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 43
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 6[illegible]
Rexspar	5 64
Scar-Not	5 18
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 6[illegible]
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	0 25	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX. grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London

Window Glass

RED

Also Plate, Figured, Bent, and Ornamental Glass

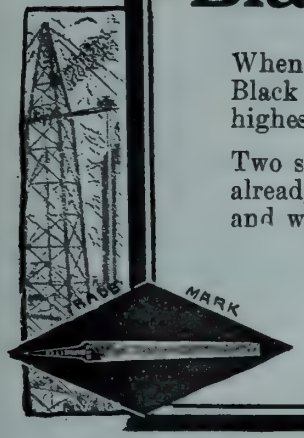
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

NEW STOPGLARE LENS

Mr. MOTORIST and DEALER:

Only about 10% of the Non-glare lenses on the Canadian market to-day are Canadian-made, the remainder being American make, carrying a duty of 22½%, plus an adverse exchange of about 17%.

This is why **NEW STOPGLARE LENS** sell for only $2.00 per pair as against prices ranging from $3.00 to $6.50 per pair, for American lenses.

You owe an obligation to Canadian industry because **NEW STOPGLARE LENS** passed the Government test, with the highest rating of candle power given.

Are the cheapest Lens on the market to-day, both for the Dealer and the Consumer.

Are the only lens giving the option of three colors, namely: Amber, Green and Violet.

Help the Canadian dollar regain its par value across the line.

Encourage Canadian industry.

REMEMBER.—You cannot get your 1921 license until you have got NEW STOPGLARE LENS or an approved lens.

BUY NEW STOPGLARE LENS.

All sizes. All colors. $2.00 per pair.

Good Proposition to Dealers.

Sole Manufacturers

Ontario Plate Glass Limited

Hamilton, Ont.



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	138 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set $2 90

Mrs. Potts' No. 50, set 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE. $12.96.

LEAD WASTE, $13.86.

WHITE LEAD

Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 8	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.30 base; Winnipeg, $6.95. Cut, f.ob. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 50

Stephens
REGISTERED TRADE MARK

Economy *Durability*



Barn Paint

Permanence *Spreading*

"Save the surface and you save all" *Paint & Varnish*

The Four Cardinal Points

of the many selling features of **STEPHENS** Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his buildings look efficient. He wants **STEPHENS** Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An agency will pay you—Ask about it.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs...$13 00
Clipper, unspun, bale 50 lbs. 12 25
Plumbers', bale 50 lbs. 7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil ..... On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
M.-S., Floor	4 35
Neutone, White	4 00
Neutone, Colors	3 90
Red Schoolhouse	2 50
Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $18.25; 20 x 28, ordinary, $18.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	20 00	
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 28¼c; ⅜ in., 27¾c; 7-16 in., ½ in., 9-16 in., 27½c; ⅝ in., 26¾c; ¾ and larger, 26¼c.
Pure Manila—¼ in., 5-16 in., 35¼c; ⅜ in., 34¾c; 7-16 in., ½ in., 34¼c; ⅝ in., 33¾c; ¾ and larger, 33¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 30%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

28 gauge	
26 gauge	
22-24 gauge	
18-20 gauge	
16 gauge	
14 gauge	
12 gauge	
10 gauge	

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Brigt hiron, $6.55; Fort William, $7.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE
Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Bake, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patentd screen in 100-ft. rolls, $3 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY, LIMITED

WINNIPEG, MANITOBA

TRIMO



The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

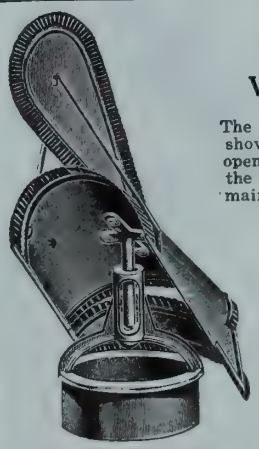
The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.



O-Rib-O

Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O

Manufacturing Co.

Winnipeg, Manitoba

'Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.



ALLAN J. COLEMAN
Chicago, U.S.A.

Manufactures a complete line of SANITARY SPECIALTIES.

There is RUBBER in his cups. There is QUALITY in all. And —there is PROFIT and SATISFACTION in selling COLEMAN'S goods.

Canadian Representative — L. T. Walls, Sales Ltd., 702 Confederation Life Bldg., Winnipeg, Canada.

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"BONSPIEL" IS APPROACHING

CURLING STONE Headquarters



Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes.

Send your Orders to

Winnipeg Paint & Glass Co. Limited

Orders Shipped Same Day as Received

Calgary Edmonton WINNIPEG Saskatoon Swift Current



More Profitable Lines for the Hardware Dealer





Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

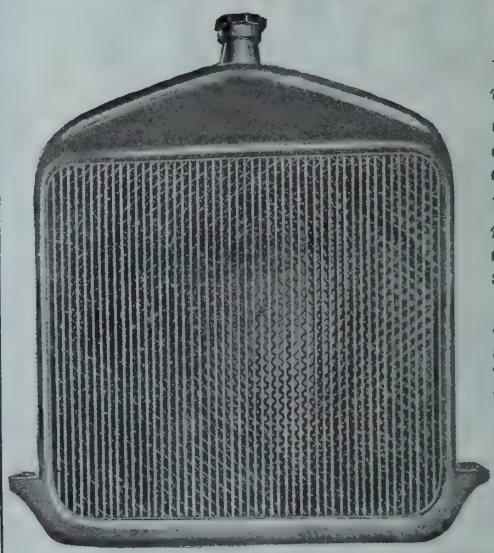
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

"PERFECTO"



Will not burst when frozen.

Guaranteed against frost and all defects.

We have the most up-to-date repair shop in Western Canada. Estimates given on other makes of autos and tractors.

If jobber cannot supply you, write to us direct.

ORDER FROM YOUR JOBBER

Freezing Is Harmless, Overheating Is Impossible
with a
"PERFECTO"

Latest Models $45.00 **Old Models $48.00**

Liberal Discounts to Dealers **Write for Information**

Guarantee Sheet Metal & Roofing Company
478 Portage Avenue, Winnipeg

If interested tear out this page and place with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Stop!



Here Are Two Salesmakers



"Save the surface and you save all" *Paint & Varnish*

Kyanize
KY-AN-IZE



Diamond "A" and Kyanize

How about your Spring Paint stock? Diamond "A" House Paint has those high qualities that satisfy customers and assure repeat orders.

It gives the service and saves the surface.

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else, and is sold subject to chemical analysis.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

Kyanize will make your floors and furniture look like new, and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Raiston Co., Ltd., Montreal
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Barrett Roofings, Cements Industrial Paints etc.

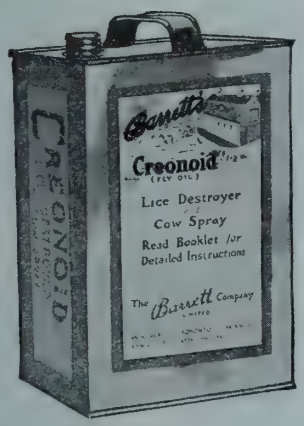
Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand which will be created for you.



Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

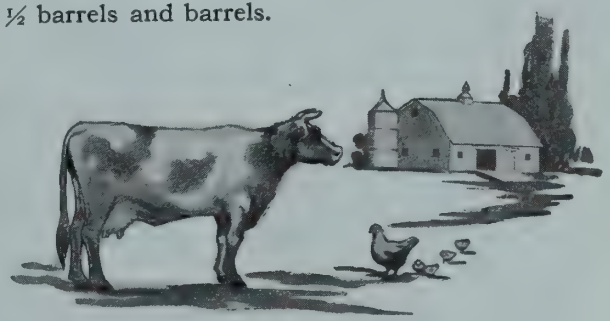
It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallcn cans (12 to the case), 5-gallon cans, ½ barrels and barrels.



WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

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THE BUYERS' GUIDE

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros. Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

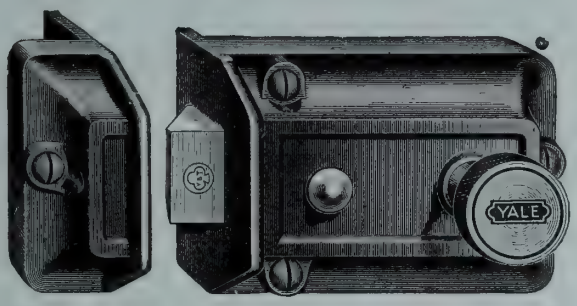
Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

YALE

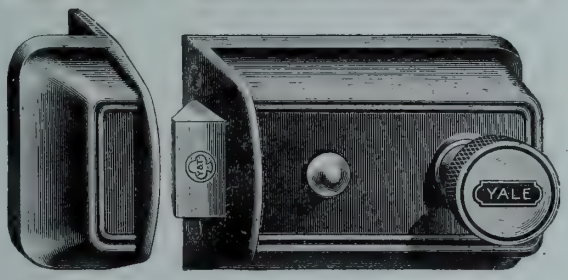
Night Latches





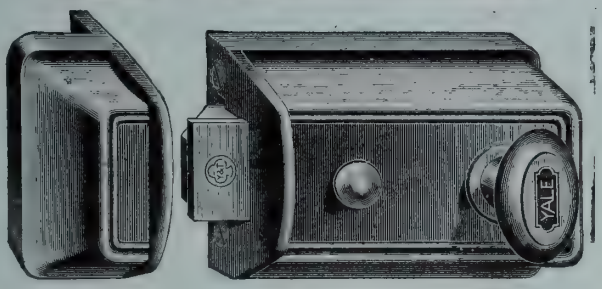
No. 042—Jap'd Iron Case, 2½ x 3⅝ in., bronze cylinder; 3 Paracentric keys with each lock.





No. 42—Old Copper Finish Case, bronze cylinder, size 2⅜ x 3½ in., all screws that attach this latch to door are concealed; 3 keys with each lock.



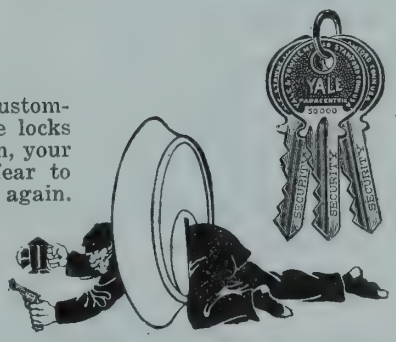


No. 44—Old Copper-plated Finish Case, 2⅜ x 3½ in., thick bronze bolts. A slide in front of bolt dead locks the latch, which can be retracted only by the key or knob. 3 keys with each lock.



"A little learning is a dangerous thing." To know that Yale locks are safest is not enough, unless you know that all cylinder locks with flat keys are not Yale. The genuine is marked "Yale."

If you supply customers with insecure locks and thieves get in, your customers will fear to trade with you again. Why chance it?



Caverhill, Learmont & Co.

Montreal

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Curling Stones
The Winnipeg Paint & Glass Co., Limited, Winnipeg, Man.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

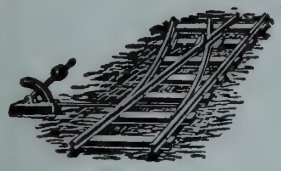
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

G R

MINISTRY OF MUNITIONS





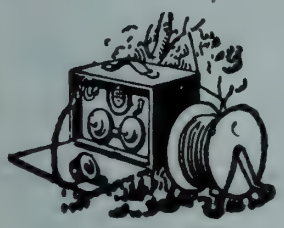
THE DISPOSAL BOARD
HAVE

STOCKS

LYING IN THE UNITED KINGDOM
and
AVAILABLE FOR EXPORT
of
ENGINEERING STORES











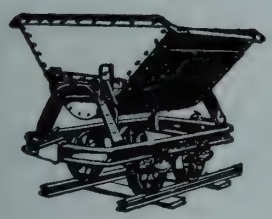
- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

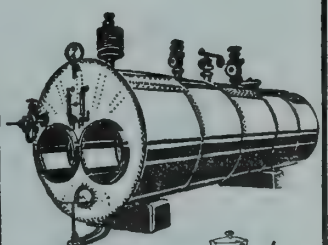








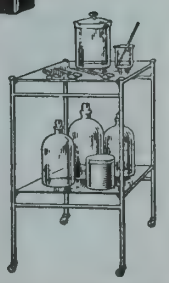






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
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Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, C...
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

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The Brainerd Mfg. Co., East Rochester, N.Y.
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Hobbs Mfg. Co., Montreal, Que.
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Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

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Williams & Co., J. H., Brooklyn, N.Y.

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Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

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The Carborundum Co., Niagara Falls, N.Y.
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The Brainerd Mfg. Co., East Rochester, N.Y.
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The Toronto Lock Mfg. Co., Toronto.

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Wilkinson & Kompass, Hamilton.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

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Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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The Crescent Co., Meriden, Conn.

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Collins Mfg. Co., Toronto.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Hurley Machine Co., Limited, Toronto.

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London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

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The Wentworth Mfg. Co., Limited, Hamilton, Ont.

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Knives, Corn
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Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

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The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
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Wood Vallance Ltd. Winnipeg, Man.
Marples & Co., Sheffield, England.
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Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
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Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

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Beatty Bros., Ltd., Fergus, Ont.
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Dominion Battery Co., Ltd., Toronto, Ont.
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The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

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Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
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Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

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Lathe Dogs
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Canada Metal Co., Toronto.
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Canada Metal Co., Ltd., Toronto.

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L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

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Campbell Agencies, Toronto.
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Landers, Frary & Clark, New Britain, Conn.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Cameron & Co., Toronto.

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Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
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Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
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The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

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Canadian General Electric Co., Toronto.

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Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

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Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
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Toronto Plate Glass Importing Co., Toronto.

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E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

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Steel Co. of Canada, Ltd., Hamilton.

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E. B. Eddy Co., Ltd., Hull, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

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Cannon Oiler Co., Keithsburg, Ill.

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Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
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Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
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Sheet Metal Products, Ltd., Toronto.

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Cannon Oiler Co., Keithsburg, Ill.
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Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Atlas Iron, Wire & General Metal Works, Toronto.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
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Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
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The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
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Meakins & Sons, Hamilton.
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Dougall Varnish Co., Ltd., Montreal.
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Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
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Spielmann Agencies, Montreal.

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D. J. Ladd & Co., Winnipeg.

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Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
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Walter Woods & Co., Hamilton.

Paper Napkins
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Patches
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Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.

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Canadian General Electric Co., Toronto.
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Landers, Frary & Clark, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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Pipe Cleaners

Pipe Stocks and Dies
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American Rolling Mills, Middletown, Ohio.
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Hoyt Metal Co., Toronto.
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Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

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Collins Mfg. Co., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton., Ont.

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Stanley Rule & Level Co., New Britain, Conn.
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The Walton-Carlson Co., Limited, St. Catharines, Ont.

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F. W. Lamplough & Co., Montreal, Que.

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Can. Foundries & Forgings, Ltd., Brockville.
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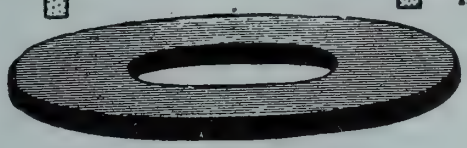
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Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Jas. Oakey & Sons, Ltd., London, Eng.

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Northern Electric Co., Montreal.

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Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

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Jenkins Bros., Ltd., Montreal.

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Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

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Jas. Stewart Mfg. Co., Woodstock, Ont

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Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

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The Gillette Safety Razor Co., Limited, Montreal.

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Saws, Metal Cutting
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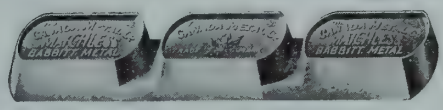
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

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Thomas Lewis Arnett, Souris, Man.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.

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The Northland Ski Mfg. Co., St. Paul, Minn.

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The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

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Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

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The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

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Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

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Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
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Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Spramotor Co., London, Ont.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

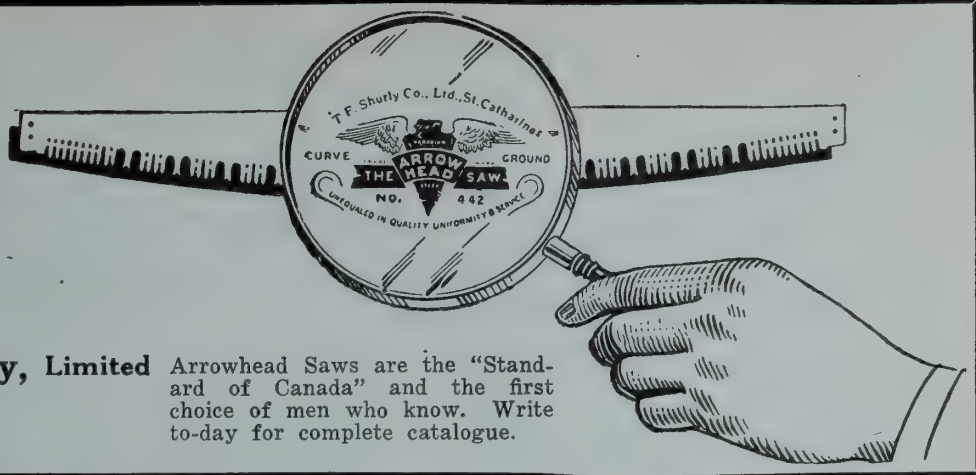
Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

ARROWHEAD SAWS

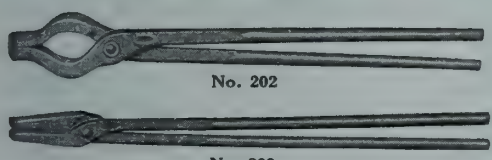
Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



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No. 203

Hammer forged and then matched and adjusted by blacksmiths of the old school. You can be assured they are satisfactory.

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234 Griswold Street **Warren, Ohio, U.S.A.**



STEP LADDERS

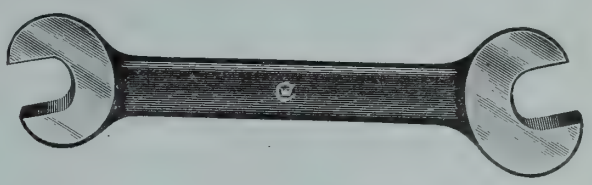
Satisfied Customers Mean Repeat Sales

Stratford Step Ladders are made of selected B.C. Fir, carefully and strongly built. Every house owner should have a step ladder in his home and you should see that he has. Stratford Step Ladders make satisfied customers—customers that bring repeat business.

We also manufacture: Extension Ladders, Extension Safety Gates, Ironing and Bread Boards, etc.

Write for our Catalogue D of wood products.

The Stratford Manufacturing Co., Ltd.
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Engineers' Double Headed Wrench

It's not always easy to find a reliable wrench, but here is one that you can highly recommend.

Accurate in every detail and strongly made. When you have a call for wrenches don't forget to suggest Walton Carlson's—they "Hold Like the Devil." They'll always give entire satisfaction.

We also make Pliers and Cold Chisels.

The Walton Carlson Co.
Limited
St. Catharines **Ontario**

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

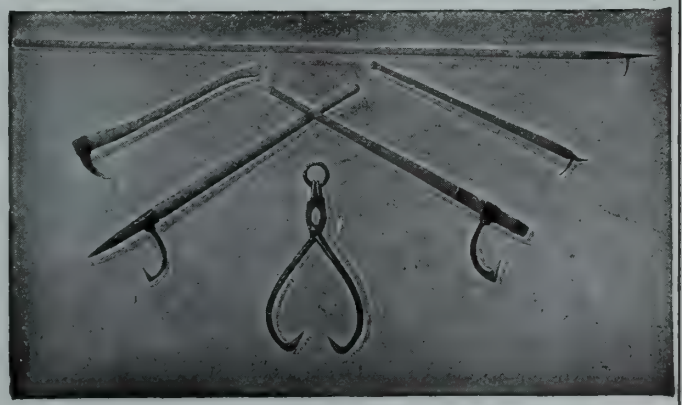
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THOS. PINK COMPANY, LIMITED
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Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

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Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.



Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

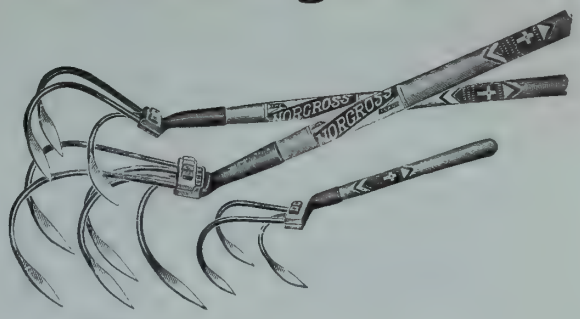
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Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.

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Three Big Sellers



Norcross *Garden Cultivators*

Gardeners—Farmers—Florists—people in towns with the smallest gardens—all have use for a **Norcross** Garden Cultivator or Weeder.

There is a steady demand for them from the time gardening starts, until the last weed has disappeared and cultivation is completed.

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Three sizes—all strongly made and handsomely finished.

Place one alongside an old-fashioned hoe and **watch it sell.**

NORCROSS TRADE MARK OF QUALITY

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Manufacturers

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That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.

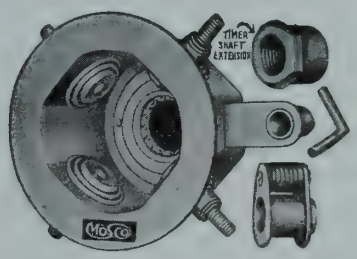
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Manufacturer:

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Dependable MOSCO Products



Improved Bemus Ball Contact Timer for Fords

Easier Starting--Smoother Running--Longer Life--Saves Coil Points

The IDEAL TIMER because form of contact is the only one which is correct both electrically and mechanically. This is made by a hardened tool-steel brush coming in contact with steel balls which are kept in proper position by means of a spring with plug on the end pressing against them. The impact of the brush causes the balls to turn so that a fresh surface is presented for each contact. The brush comes in contact only with the four balls, touching no fibre or insulation. The balls are so located that each has a track of its own on the brush, this insuring a maximum amount of wear.

Mosco Products Are Carried By All Leading Canadian Jobbers.

MOTOR SPECIALTIES CO.

Manufacturers

WALTHAM MASS.

If interested tear out this page and place with letters to be answered.

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Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

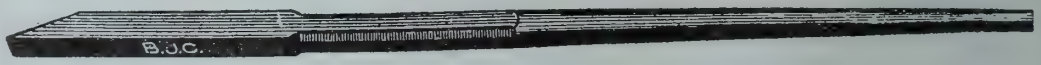


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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

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Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

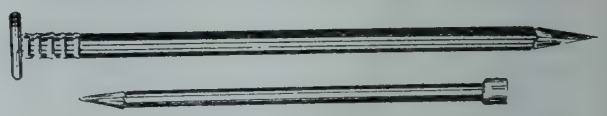
This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

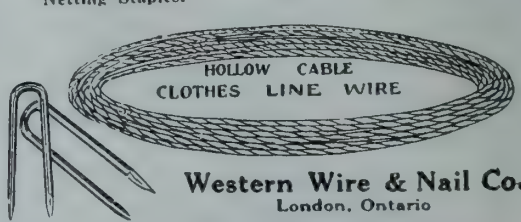
Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
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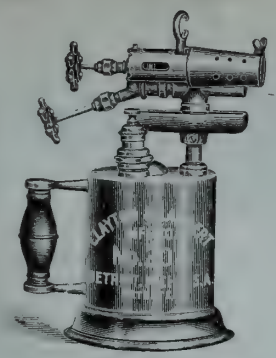
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Western Wire & Nail Co.
London, Ontario

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No. 208 Torch
List Price Each $16.00
Ask for Discount

This Kerosene or Gasoline Torch Has No Equal

It produces two to three hundred degrees hotter fire and uses less fuel than other makes. Soon **saves its cost in time and fuel saved.** See the **Double Blunt Point Needles which cannot injure the burners.** The upper needle cleans, but does not enlarge the orifice. The lower needle controls the flame. Our booklet is free. It fully describes this.

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Jobbers sell at factory price

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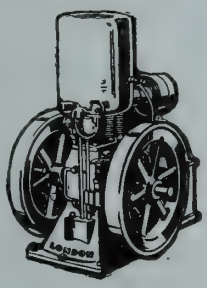
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Dealers! Write for illustrated booklets.



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A PATENT PATCH

Will Mend It



Sell Service

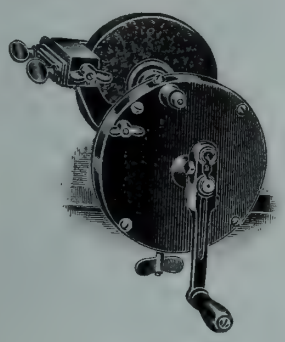
When you sell your customers Mendets you sell them a service that will save them money in the added life it gives damaged utensils.

Mends all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang. Orders for Mendets are still pouring in. Millions of boxes sold and still going strong.

Collette Mfg. Company
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Your Jobber has them

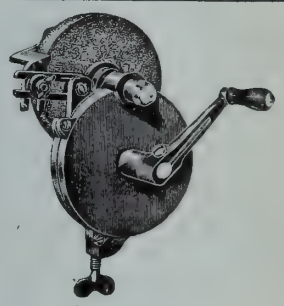
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Series 44 to 77 and 19 to 27



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19 to 27

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"Favorably Known the World Over."

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Many exclusive patented features and strong selling points explained in catalog.



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St. Paul, Minn., U.S.A.

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The Publisher's Page

TORONTO JANUARY 15, 1921

We are Exporting Hardware at the Rate of a Million ($1,000,000) a Month. How Much are You Getting Out of it?

"Hardware and Metal" has Helped to Pull in Many of These Big Orders

Canada exported $5,372,427 worth of hardware and cutlery during the seven months ending October, 1920. These are the latest figures supplied by the Department of Trade and Commerce.

Exports according to countries were as follows: United Kingdom, $2,842,-672; United States, $1,115,517; other countries, $1,414,238.

The foregoing figures do not include lawn mowers, washing machines, bars and rods, metallic shingles and roofing, tubing and pipe, garden and farm tools, spades and shovels, and many other lines which are ordinarily termed hardware by the trade in Canada.

Many of the best inquiries which led up to big orders were received by Canadian manufacturers who were represented in the "Export Numbers" of Hardware and Metal.

There are four "Export Numbers" of Hardware and Metal each year. Export Numbers are sent to our regular list of subscribers in Canada, including all wholesale, and over 90 per cent. of the retail hardware trade, and also to a select list of 1,200 buyers in foreign countries, which are now doing business with Canada.

The "Export Numbers" for 1921 will be issued January 29, May 7, July 30, and October 29. Cost per page (size 7¼ x 10 in.) on four-page order, $56; single insertion $65 per page. Regular advertisers pro rata on contract. Reservations for January 29 issue should be made immediately, and copy and cuts reach us not later than January 22. Unexpectedly good results have been secured from previous "Export Numbers." This is your opportunity to cover Canada and also reach 1,200 foreign buyers. If further information is required we will supply it promptly. We request that you act promptly and make immediate reservation of space.

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Canada's National Hardware Weekly since 1888

143-153 University Avenue - - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

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492 Wellington St. W., Toronto



IMPERIAL SOLDERING PASTE
for Electricians, etc.
RESIN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Tuck's Genuine Packings
Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.
Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE 

Packing Bearing Our MARK

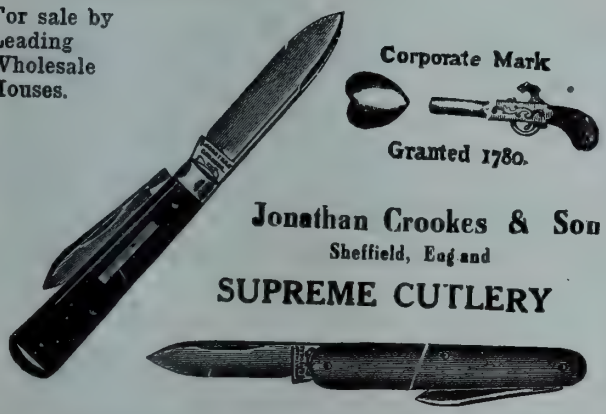
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For sale by Leading Wholesale Houses.



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"GENUINE" Naxos Emery
All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.
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IRON AND STEEL
HEAVY HARDWARE
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WE SHIP PROMPTLY

We have a large stock of
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately
London Bolt & Hinge Works
London, Canada

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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HAS A RECORD OF SUCCESSFUL ACCOMplishment in the hardware industry, having a good friendly connection with preferred retail and all large wholesale houses west of the Maritimes. Has also had a broad experience in merchandising as manager, which, added to a number of years on the road make him fully conversant with many difficult sales problems. Address Box 392, Hardware and Metal.

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IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Opportunities are offered every week on this page.

Are you making use of them?

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

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Decalcomania Transfer

NAME PLATES

Made in Canada by

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FOR STOCK *Retail Prices*

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Single spiral colored bands	20c per doz.	90c per 100
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Northern Electric

Tape Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

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RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

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All Kinds of
Plain Duplicate Gray Iron Castings

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Drummond Building, Montreal

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS. INSIDE and OUTSIDE LIGHTS OF ALL STYLES. For Stores Halls Homes Farms & Every Style of Building

SIX TIMES THE LIGHT · ONE THIRD THE COST

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BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
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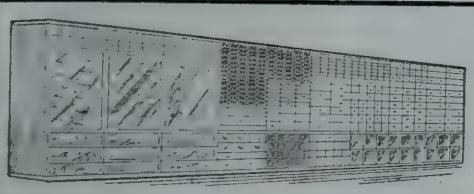
Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

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INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd... 105
Allcock, Laight & Westwood.. 24
American Rolling Mill 14
Ashdown Hardware Co., J. H. 83

B

Barrett Co., Ltd. 85
Barnett Co., G. & H. 77
Brett Co., The 81
Bowser Co., Ltd., S. F. 25
Brown-Boggs Co. 27
Boston Varnish Company ... 65
Brown, Wm. J. 105
Berry Bros. 63
British Smelt. & Refining Co. 25
Browne & Sharpe, Ltd. .....
Inside back cover
Burgess Norton Mfg. Co. 97

C

Cameron & Co. 107
Can. Decalcomania Co., Ltd.. 107
Canada Metal Co.....97-105
Canada Steel Goods Co., The 3
Canada Paint Co. 67
Can. Hardware and Implement Underwriters 97
Can. Wire & Iron Goods Co.. 105
Canada Die Casting Co..... 107
Can. Foundries & Forg. Co., Ltd. 23
Can. Tube & Iron Co. 28
Can. Gen. Electric Co., Ltd..18-19
Can. Westinghouse Co., Ltd.. 9
Channell Chemical Co. .....
Inside front cover
Caverhill, Learmont & Co. .. 87
Chicago Spring Butt Co. 30
Clayton & Lambert Mfg. Co... 103
Coleman, Allan J. 81
Coghlin Co., Ltd., B. J. 102
Collette Mfg. Co. 103
Crookes & Son, John 105

D

Davidson Mfg. Co., Ltd., The 73
Diamond Saw & Stamp. Wks. 107
Dom. Sheet Metal Corp. 75
Du Pont Co., Inc., I. de Nemours 27

E

Eddy Co., E. B. 15
Ellis & Sons, Fred 22

F

Fittings, Ltd. 103
First Steel & Iron Co., Ltd... 16

G

Giles & Sons, Frederick 97
Gendron Mfg. Co. 30
Glidden Co., The 59
Geneva Cutlery Corp. 12
Graham Nail Works 95
Guarantee Sheet Metal & Roofing Co. 82
Guelph Spring & Axle Co.... 107
Gutta Percha & Rubber, Ltd. 20
Gurney Foundry Co., Ltd..... 17

H

Hamilton Stamp & Stencil Works, Ltd. 107
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S.. 1
Hutton & Co., James 105
Hurly Machine Co. 93

I

Imperial Varnish & Color Ltd. 71
Ingersoll File Co. 22

J

Jardine & Co., A. R. 30
Jennings Mfg. Co., Russell... 107

L

Laidlaw Bale & Tie Co. 26
Lamplough & Co., F. W. 101
Landers, Frary & Clark 2
London Gas Power Co..... 103
London Bolt & Hinge Co. ... 103
London Rolling Mill Co. 69
Lufkin Rule Co. of Can., Ltd. 108

M

Macfarlane & Co., A. 13
McArthur & Co., Alex. 95
McDougall Co., R. 30
Manning, Hinton & Brissenden 107
McArthur Irwin, Limited ...
Back cover
Mayhew Steel Products, Inc. 26
Manitoba Steel & Iron Co. .. 81
Mica Co. of Canada, Ltd. ... 107
Ministry of Munitions 89
Moore & Co., R. M. 107
Morrison Brass Co., James.. 29
Motor Specialties Co. 101

N

Nagle Mercantile Agency 69
Nagle & Co., H. 28
Nicholson File Co....Front cover
North Bros. Mfg. Co. 93
Niagara Falls Metal Stamping Co. 28
Norcross & Sons, C. S. 101
Northern Electric Co., Ltd... 107
Nova Scotia Steel & Coal Co. 69

O

Oakey & Sons, John 103
O-Rib-O Mfg. Co. 81
Owen Sound Wire Fence 107
Ontario Plate Glass Co. 79

P

Peck, Stowe & Wilcox 11
Parmenter, Bulloch & Co. ... 82
Pink Co., Thos. 99
Plymouth Cordage Co. 7
Progressive Mfg. Co. 102

R

Renfrew Electric Prod., Ltd. 34
Ramsay & Son, A. 61
Reed & Co., Geo. W. 102
Richardson & Bureau, Ltd... 91
Russell Jennings Mfg. Co. .. 107
Rideau Specialty Co. 111
Rock Island Mfg. Co. 31

S

Shurly Co., T. F. 99
Slater & Barnard, Ltd. 5
Shambrook & Co., W. D. 10
Specialty Mfg. Co. 113
Spramotor Co. 26
Stratford Mfg. Co., Ltd. 99
Starrett Co., L. S. 17
Standard Paint Co. ..... —
Stanley Works, The 4
Star Specialty Mfg. Co. 103
Steel Co. of Canada, Ltd. .. 24
Stephens & Co., G. F. 79
Steel Trough & Machine Co... 101
Still Mfg. Co., J. H. 31

T

Taylor, Ltd., J. & J. 26
Taylor-Forbes Co., Ltd. 73
Toronto Lock & Mfg. Co. 65
Toronto Plate Glass Imp. Co. 77
Trees & Co., Samuel 29
Trimont Mfg. Co. 81

U

Union Transit Co. 37
Union Iron & Metal Co. 31
United States Sand Paper Co. 77

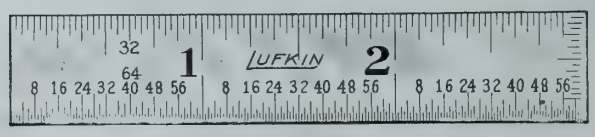
V

Vol-Peek Mfg. Co. 28

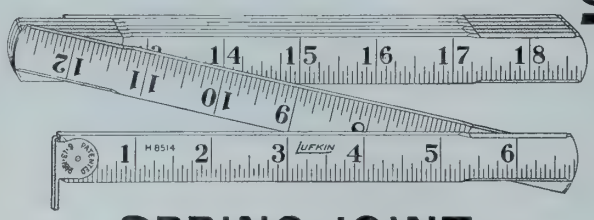
W

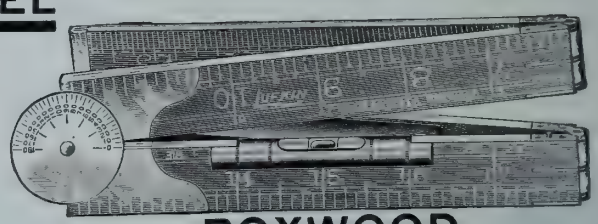
Want Ad. Page 106
Warren Tool & Forge Co. ... 99
Western Wire & Nail Co. 102
Walton, Carlson Co. 98
Woods & Co., Walter 95
Wrought Washer Mfg. Co. ... 95
Wilckes-Martin-Wilckes Co. .. 107
Winnipeg Paint & Glass Co... 82
Williams & Co., Ltd., J. H... 93
Wiesbach & Hilger, Ltd. 8
Wilkinson & Kompass 105
Wright & Co., E. T. 28

LUFKIN RULES



STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.

APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Appearance

High finish and clean cut graduations are the factors making

Brown & Sharpe

Machinists' Tools a self selling product

Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

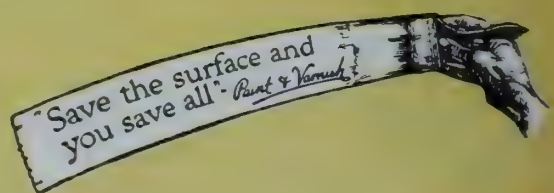


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MANUFACTURED BY

McARTHUR IRWIN LIMITED

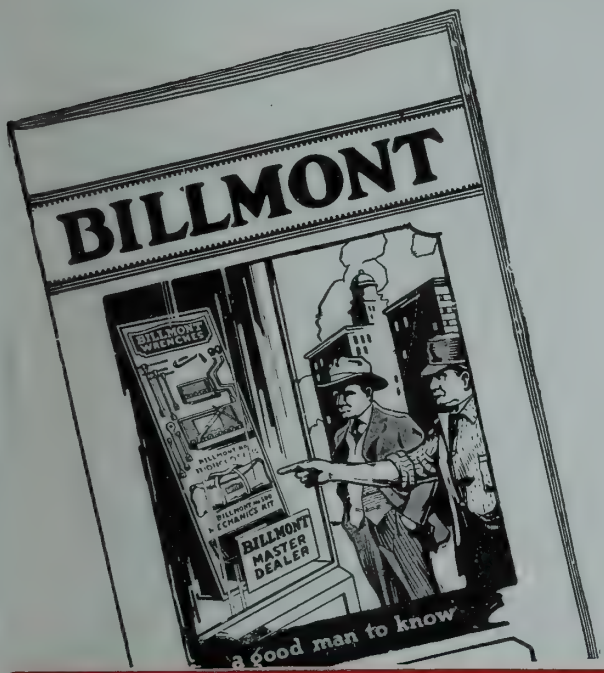
ESTABLISHED 1842 MONTREAL



PUBLISHED EVERY SATURDAY

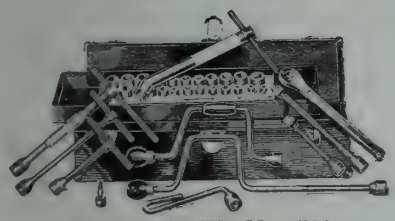
Hardware and Metal

Vol. XXXIII. No. 4 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | JANUARY 22, 1921



Send for this booklet and Special Sales Plan for Hardware Dealers.

BILLMONT



Mechanic's Kit No. 500

A complete Billmont outfit in a strong, metal carrying kit. Outfit consists of 22 gauge metal box, with tray, 1 Master Wrench, 1 Junior, 1 Offset, 1 Speeder, 1 Long T, 1 Short T, 1 Rim Brace, 1 Ratchet, 2 Extensions (6-inch and 11-inch), 1 Interchangeable Screw Driver Attachment and 24 Sockets.

Write us or ask your jobber's salesman about our Master Dealer's proposition—a new merchandising plan that will create socket wrench sales in your locality heretofore unobtainable.

Billmont Master Dealers will have our complete co-operation in bringing to them the socket wrench business of every garageman and mechanic in the vicinity—it is novel and interesting from a profit as well as a sales angle.

Write to-day—Send for above booklet at once.

Edgar C. Guthard Co. 361 E. Ohio St., Chicago, Illinois
New York - San Francisco - Buenos Aires

Canadian Representative: A. J. Hopkins, Montreal West, Que.

WRENCHES *with* Interchangeable Sockets

CLEANS AS IT POLISHES

O-Cedar Polish

Meets every merchandising requirement

Sells easily
Turns over rapidly
Is therefore particularly profitable

A constant and ever-increasing demand based on Real Quality and Consistent, Truthful Advertising

CHANNELL LIMITED - TORONTO

HARDWARE AND METAL, January 22, 1921. Volume XXXIII., No. 4. Published every Saturday at Toronto. Yearly subscription price, $4. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Most new licenses mean your chance to sell new lenses





New licenses will not be issued unless the law regarding headlights is complied with. This is your opportunity to sell a pair of

SILLS "Rite-Lite" Lens

for very few cars are properly equipped.

"Rite-Lite" Lens complies with the non-glare laws, giving De Luxe Driving Light—the maximum light right where it is needed.

"Rite-Lite" is a handsome lens at a popular price.

Prices to the trade in Ontario:

Clear Glass—
8 to 8⅞ inch.....
9 to 9½ inch..... **$2.65 per Pair**
9½ up .....

Colored Glass (Top)—
8 to 8⅞ inch.....
9 to 9½ inch..... **$3.25 per Pair**
9½ up .....

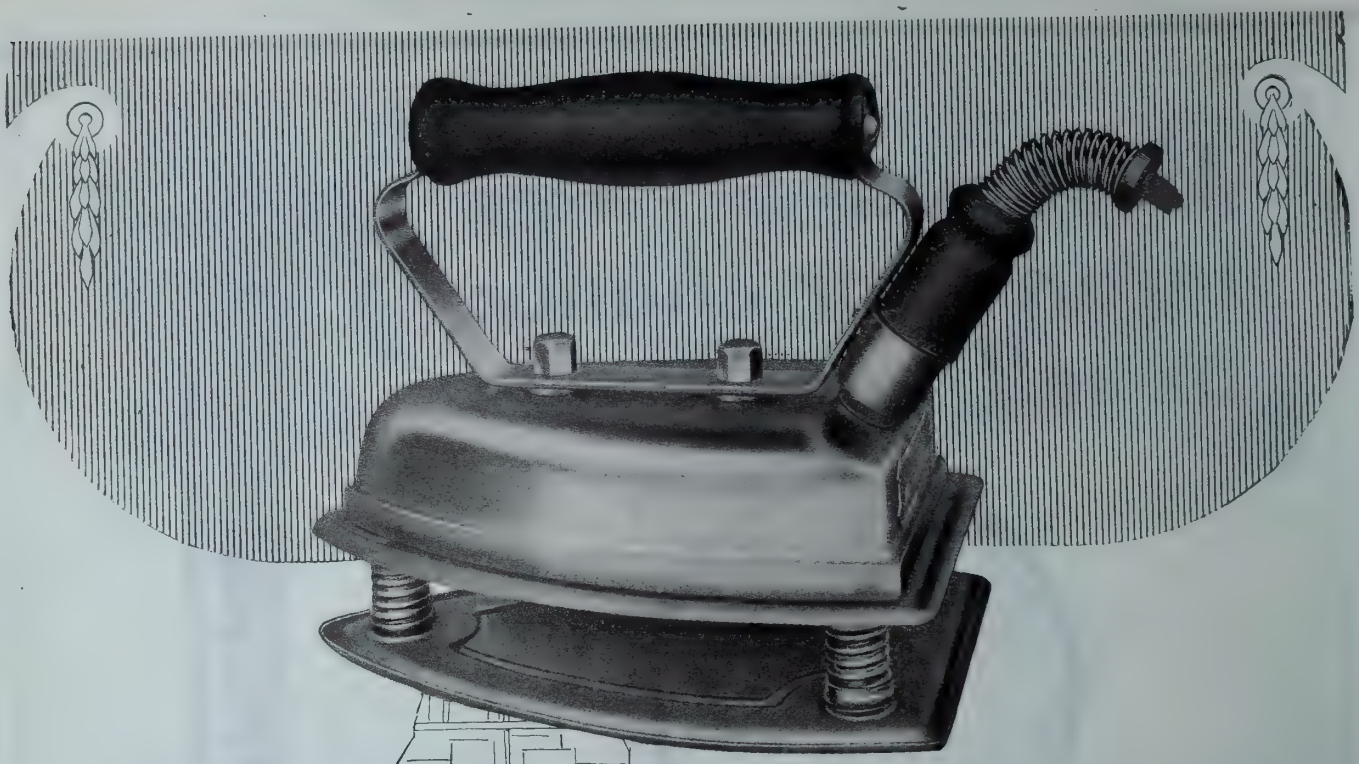
Orders filled promptly.

We also carry a full range of Auto Bulbs, Winter Accessories—Chains, Robes, Foot-Warmers, Johnson's Anti-Freeze, Cement.

ASK THE
"Rice Lewis"
MAN

Rice Lewis & Son, Limited
Victoria Street, Toronto

If interested tear out this page and place with letters to be answered.



If the Dealer did the Ironing!



IF the dealer could do a little sample ironing in the store, it would be easy to convince any woman of the quick-heating, smooth-working qualities of the Universal Iron.

In the store, the Universal is but well designed, well finished metal—cold, inanimate, unresponsive. But in the home, on the ironing board, it quickens into life—a life of service.

After all, the Universal isn't metal; it isn't theory; it isn't what ingenuity designs and skill executes. The Universal Iron is Service itself—hot, dependable, continuous Service throughout years of ironing days.

The Universal is the result of slighting nothing, taking nothing for granted, proving everything. Non-stopping satisfaction goes with every sale and a liberal profit to the dealer.

Canadian Representatives:

A. MACFARLANE & CO., LTD.
Montreal - *Quebec*

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL
ELECTRIC
IRON

If interested tear out this page and place with letters to be answered.

Hatch Garage Door Outfits



Canada Has More Automobiles Than Any Other Country Except One: Every Auto Must Be Housed

Canada has between 400,000 and 500,000 automobiles that must be sheltered in garages.

Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care.

They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably.

The Hatch set is easy to sell and profitable.

The Set Includes:

3—Special Swivel Door Rollers, 22 Feet of Track, 3—Paris Special Garage Door Hinges, 3—Stay Rollers (Floor Guides), 2—Extra Heavy Garage Door Handles, 1—Safety Hasp (For Fastening Doors Outside), 1—Hook and Eye (For Hooking Back Swinging Section Inside).

The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Draws Trade--Holds Trade

A spotless store advertises itself. It draws steady trade from old customers and creates new customers. Freedom from dust is the first essential of a spotless store—Imperial Floor Dressing will do the job quickly and effectively.

Why? Because Imperial Floor Dressing holds dust to the floor. It cleans and preserves floors and prevents warping and checking. It fills in the pores and cracks of wood, and regular sweeping with a stiff broom removes **all** the accumulated dust and dirt.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing does not gum or evaporate. One gallon is sufficient for treating upward of 700 square feet. One application will last for several weeks.

It is the most sanitary and economical dressing you can buy for your floors. It is also a fast-selling, profitable line to handle.

The Imperial Oil salesman will gladly demonstrate the superior quality of Imperial Floor Dressing the next time he calls on you.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer—the Service Station

FOLLOWING our recent suggestion, let us make another comment on the service we are equipped to give the hardware trade.

You know what our plan is: not to be satisfied with merely filling orders—but to go out and *create* new business.

This is no idle dream of ours made over a desk by men who don't know practical hardware selling. For two long years we've been building up our *plan* of co-operation to help business creation for hardware merchants, and each day that goes by convinces us more and more that it's sound and that it will really work.

Take Service Stations, for instance. Here you'll find threading repair tools needed almost constantly.

Certain cars require one sort of thread repairs—others another. Yet few service station men have a complete equipment of screw-plate sets for doing the work.

If you adopt our plan of selling, you'll make a visit to each of these service stations and try to sell the following:

No. AA4—Little Giant Set (for magnetos and small work).

No. 312—Little Giant Set (for engines and chassis repair).

No. 260—Little Giant Pipe Stock and Die Set (for pipe connections).

You have in these three sets a total of 35 assorted taps and dies ranging from the smallest sizes up to the largest needed in auto repair work. It's really one complete assortment packed in three boxes—why not sell it that way?

If you're interested in this plan of selling and want help, send us a list of the service stations or garages near you and we will send you special letters and printed matter for reaching them. Write today.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

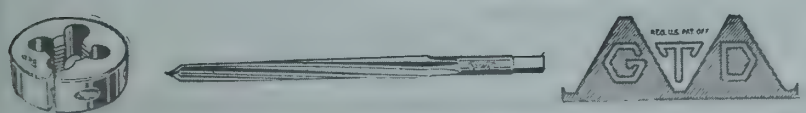
GTD
Corporation of Canada, Limited, Galt, Ontario

Here is that list of service stations to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name _____

Firm _____

Address _____ H.&M. 102



If interested tear out this page and place with letters to be answered.

We Will Appoint You Our Exclusive Agent in Your Town

OUR exclusive agency plan is exceedingly attractive. It points a way to big profits and quick returns.

Remember—our goods are fully guaranteed and are already well known to the public, having been on the market for seventy-five years, during which time they have given entire satisfaction from every angle.

In addition to our national advertising, which has already created a demand for our goods and from which our agents will derive a benefit, we will share the cost of any advertising you will do in your local papers. That shows we are willing to back you up, doesn't it?



If you are in the hardware business to make money—take advantage of this offer to become the agent in your town for the famous "Souvenir" line of stoves and ranges.

Tinsmiths should write us regarding the "Souvenir" and "New Idea" Warm Air Furnaces which burn coal or wood.

Write us at once and our salesman will call and see you.

"SOUVENIR" STOVES and RANGES
"SOUVENIR" and "NEW IDEA" Warm Air Furnaces

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER, WINNIPEG, MONTREAL

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

AGENTS FOR BUILDERS' HARDWARE
HARRY C. MOULDEN & SON - CONFEDERATION LIFE BLDG., WINNIPEG
STOVE AND FURNACE BRANCH—F. C. MOORE, 134½ HIGGINS AVE., WINNIPEG
MR. W. G. CHESTER - - - - - - - HAMILTON STREET, VANCOUVER

If interested tear out this page and place with letters to be answered.



Durability
Simplicity
Easy Operation
Low in Price

Now Made in Canada

A Wanted, Needed and Sure Seller

Stewart No. 1 Clipping Machines

Sell Them Now

When you sell a Stewart Ball-Bearing Horse-Clipping Machine to your customers you are recommending a wise investment. The price of a Stewart is less than the loss of service of a sick horse for one day may cost. The customer's goodwill comes back to you, so that you have not only made a sale, but a permanent customer.

Say This to Your Customers

The unclipped horse runs risk of colds, pneumonia and other horse ailments; he over-sweats, weakens and gets in a condition subject to sickness. Clipped horses are better horses; they dry quickly and are warm and comfortable when blanketed after the day's work, and are fit and willing workers next day.

Ball bearings; enclosed, dust-proof, cut gears; wearing parts of hardened steel; shipped knocked down, only 30 lbs. shipping weight—low shipping cost and easy to handle. Guaranteed to please, or money refunded. Clips horses, mules or cows without change of knives or adjustments.

Your jobber has Stewart Machines. Give him your order now; get your machines on display for the spring clipping season.

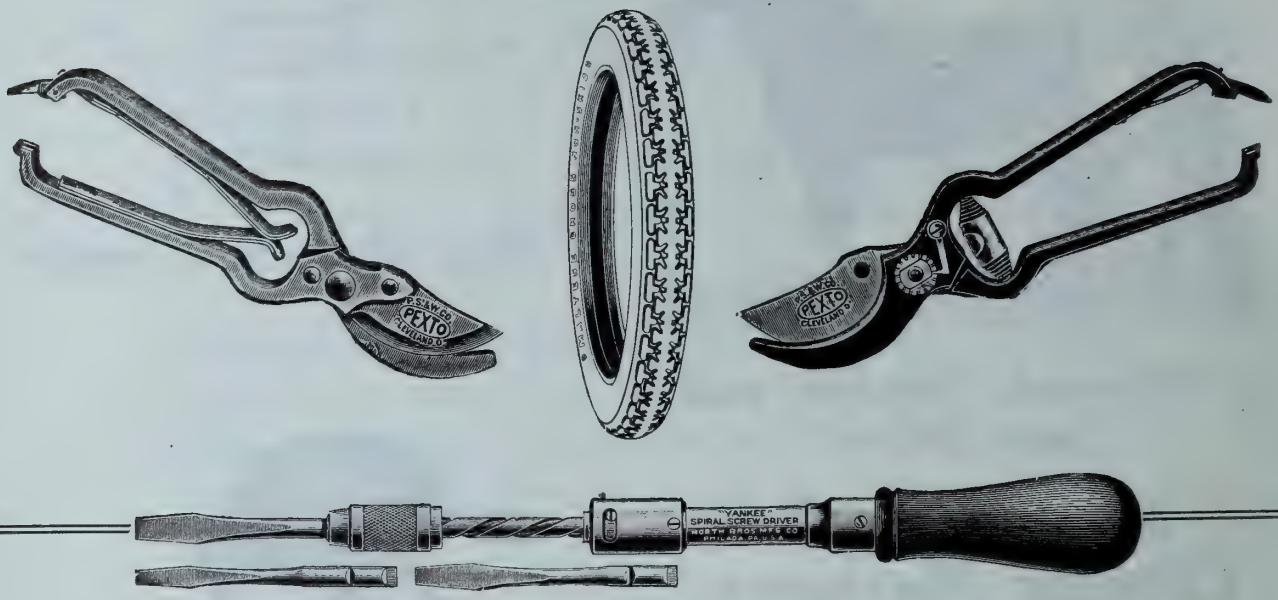


Flexible Shaft Company
Limited

349 Carlaw Avenue
Toronto, Canada

If interested tear out this page and place with letters to be answered.





Watching the Market

Dealer Co-operation

BY watching the markets every day we will be able to give the dealer greater co-operation in pricing.

It is our intention that the dealer should have every advantage of the slightest reduction in prices by keeping our quotations close. A reduction in the price of Beaver Board is now in effect, the new price being $50.00 a thousand feet, F.O.B. Collingwood. For carload lots delivered at your station, ask for prices.

Our new illustrated catalogue carries 72 pages of interesting, salable lines, including auto accessories, sporting goods and electrical goods. It is yours for the asking.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and
Machine
Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

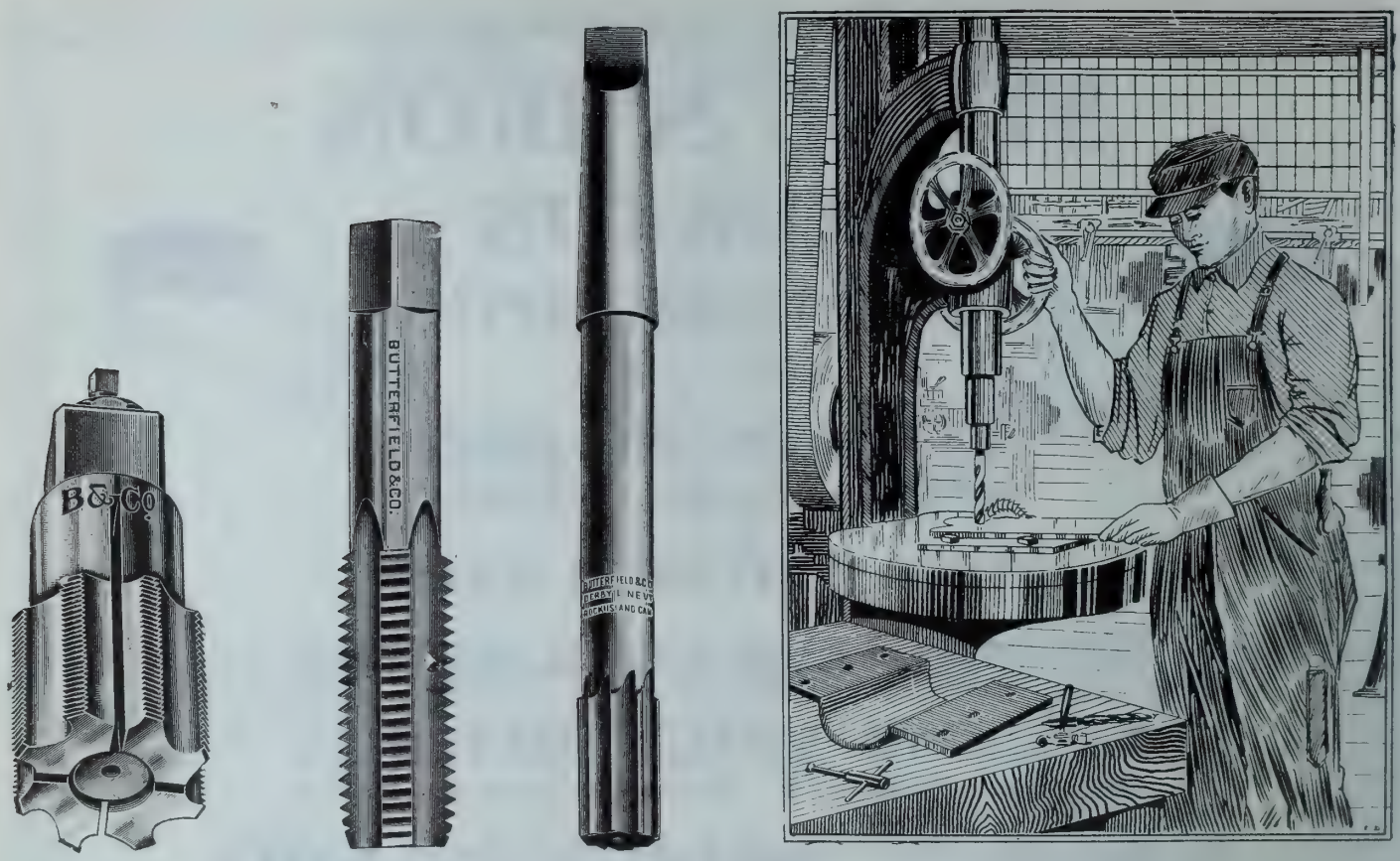
BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

If interested tear out this page and place with letters to be answered.



Tools Backed By 40 Years' Success

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Success multiplies. Because Butterfield Tools have been successful they have been used throughout the world in machine shops and factories. Because they have been so widely used we have had great advantages in observing the results in many different lines of work and have received the benefit of wider opportunities to note the chances for improvements made possible by progress in science and manufacturing.

Forty years has provided a long enough period to prove the soundness of Butterfield principles of design and to provide a thorough test in the many difficulties of modern shop practice and usage. This period of time has tested the sales methods also, and the service to the trade, so that, to-day, hardwaremen know that Butterfield Tools lead in sales in Tool Departments.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**

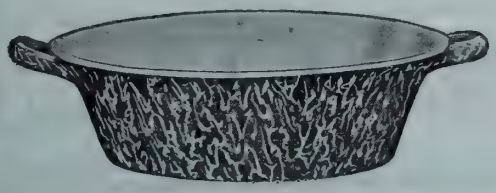
BUTTERFIELD

If interested tear out this page and place with letters to be answered.

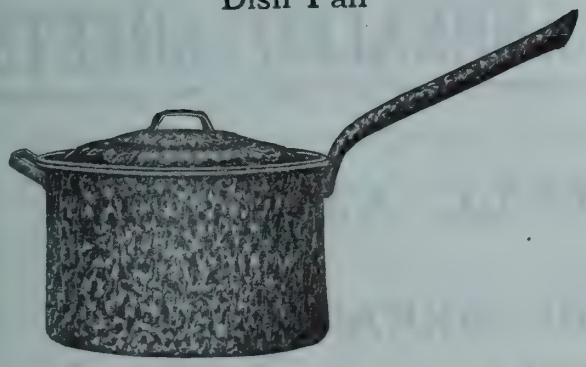
The Line that Catches Their Eye!



Potato Pot
This is a great seller



Diamond Ware
Dish Pan



Straight Sauce Pan
Seamless; round hollow handles

DIAMOND WARE! The irresistible Alice-Blue and White Enameled Ware that women love to have in their kitchens. The line they choose in preference to all others.

And it *serves* them well, long and faithfully, because it is a strongly built line.

We are glad to be able to announce that we can once more fill orders for the seasonable articles in this popular line—such articles as rice boilers, cullenders, mixing bowls, wash bowls, dish pans, straight sauce pans, potato pots, etc.

If you value quick turnovers, stock Diamond Ware. Handling this line or indeed any SMP line, means ***substantial profit.***

You will find there are good profits per sale, and ***more*** sales.

You simply cannot help selling Diamond Ware once you have it in stock where it can be seen.

Order to-night—while the supply is complete.

Shipments Made Promptly

SMP "QUALITY"

The **Sheet Metal Products Co.,** Limited of Canada

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.

Ask Your Jobber.

P X H

IMPERIAL

INGERSOLL

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



Can You Supply the Tool He's Looking For?



Nine depth gages are included in the Starrett line. Two of these—one of which this machinist is looking for—are designed primarily for measuring to close limits the depth of grooves, holes, or irregular parts. Three others are invaluable where accurate measurements are necessary on work such as gaging the depth of holes and recesses in jigs, dies, fixture work, etc. The other four gages are popularly used on work which calls for less accuracy.

Can you supply this man with the tool he should have? Check up your stock with the new Starrett Catalog No. 22-**"M A"**

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-138

If interested tear out this page and place with letters to be answered.

THE CREDIT MAN

of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulation.



DISSTON

Good tools—Disston Tools for every job. Tools of Disston-made Steel hardened and tempered for the particular use of the individual tool.

Tools that do all the work they should instead of demanding unnecessary effort to offset their short-comings.

Tools made by the same expert workmen from the same flawless material as the Disston Hand Saw—the saw most carpenters use.

Sold by good dealers everywhere.

Henry Disston & Sons, Ltd.
Toronto, Canada
Branch: Vancouver, B.C.



If interested tear out this page and place with letters to be answered.



Story for Week Dated January 22nd, 1921 — Hull in 1851 — Being No. 41 in the Series

Interesting Features About Some Special Eddy Paper Bags

THE paper bags with which you are familiar as a retailer come to you probably in the bundles in which they are packed at the Eddy plant for shipment. The aim in bundling the bags is to make each bundle as nearly the same size as the next, no matter what size of bags it may contain. Thus there will be 20,000 quarter-pound bags in a bundle, which will hold only 5,000 three-pound bags, or 1,000 larger sized bags.

Some of the special paper bags made at the Eddy Plant possess interesting features. Thus the banana bags are devised exactly right to hold a whole bunch of bananas, and to slip with them into a crate 25 by 50 inches, side measurement.

The Eddy Company bags to hold explosives are especially interesting. They are made of a highly sized paper, and the paper is crimped. This has the effect of making the bag slip easily into the powder box, but when the powder is put in the crimping expands, and every crevice is absolutely filled firm, so that the bag fits the box like a silk lining.

Another interesting note as to paper bags refers to the paper bags which go into starch barrels. They are always a beautiful deep blue color. Why? Because the effect of the blue is to bring out most dazzlingly the whiteness of the starch.

Sugar is the standard used to measure the weight content of a paper bag. The number stamped on the bag tells how many pounds or fractional parts of a pound of sugar the bag will hold. This, every retailer of experience will know, and every clerk, early in his experience will want to know.

Next week there will be shown on this page a splendid photograph of an E. B. Eddy paper bag specially made to hold an automobile.



Sell Eddy's Paper Specialties

For Quality
Convenience
Safety



If interested tear out this page and place with letters to be answered.

How Many Kinds of Hack Saws Do You Sell?

We had an interesting talk with a big hardware dealer the other day.

He made some wise remarks about selling that are worth a good deal to other hardware merchants who will follow them. So we pass them along for your consideration. He said:

"This is an age of specialization; and we specialize in leaders, because we turn our money over faster that way.

"A few years back we had $12,000 tied up in 9 different makes of hack saw blades. Our sales in this item totalled about $25,000 a year, so we were turning over our stock only about twice a year.

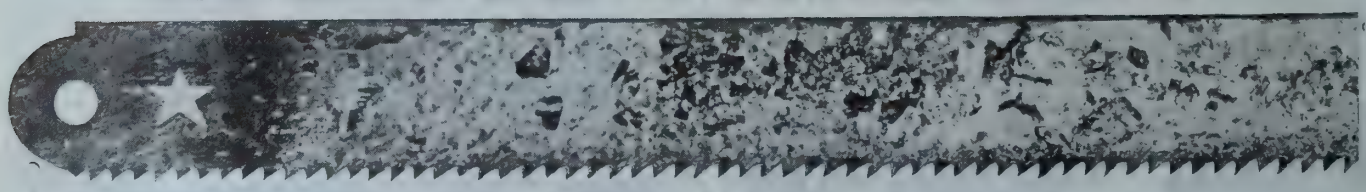
"We decided to cut our line to just one leader; now we turn over our stock much faster—I should say four or five times a year.

"We picked the one that most people knew and liked, and cut out all the rest. Our purchasing agent, a close Scotchman, found out that Star prices and discounts were as good as any other, so from that day to this we have sold no blade but the Star."

There is a lesson here for any wide-awake hardware man. You know the value of fewer lines and quicker turnover. Have you applied it to your stock of hack saw blades?

Geo. N. Clemson President.

CLEMSON BROS. INC.



If interested tear out this page and place with letters to be answered.



There are few hardware dealers today who do not recognize the value of handling nationally advertised goods. For a number of years Star Hack Saws have been steadily and strongly advertised in a way that commands the attention of any user of hand or power blades.

The above reproduction shows the latest double page advertisement in the Saturday Evening Post.

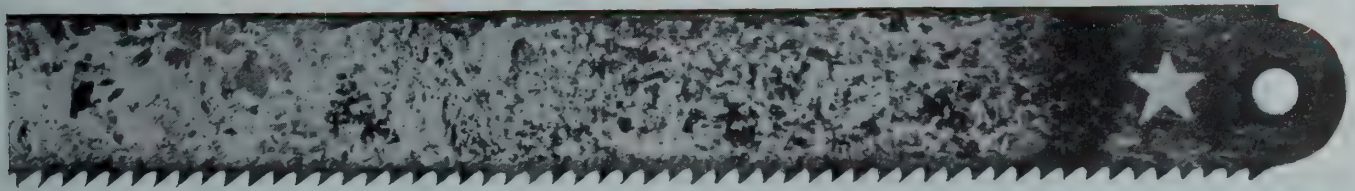
It is advertising like this that has made Star leadership in the hack saw field more conspicuous than ever. When you carry Star you can satisfy every hack saw demand. Hack saw users everywhere understand that there is no such thing as "just as good as Star." And dealers realize that standardizing on Star means a smaller investment, a greater turnover and a greater profit.

Since August 15, 1920, Star blades have been sold to the trade by the makers. The former arrangement of selling through agents has been discontinued, as we feel that we can serve our customers better by maintaining a closer contact with them. We invite correspondence and receive suggestions from the trade on any subject connected with Star Saws.

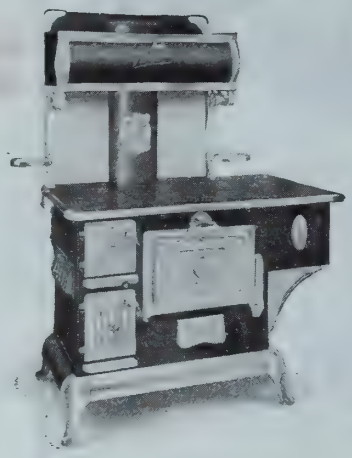
Clemson Bros. Inc., Middletown, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton. Ont.

STAR HACK SAW BLADES



If interested tear out this page and place with letters to be answered.



"Premier Leader" STEEL RANGES

When talking Stoves and Ranges to your customers always remember that the name "Davidson" is an absolute guarantee of satisfaction. This "Premier Leader" Range has a body of heavy polished steel, protected by asbestos and hand riveted with cone-headed rivets, cast iron tops, centres and covers ribbed.

A contact reservoir can be supplied to attach to either left or right end. Steel Persian closet at top is an extra convenience.

A very moderately priced range of thoroughly reliable quality.



The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

COBBLER OUTFITS

Our catalogue lists quote an assortment of cobbler outfits. We will gladly give further details on request.



MORE IN DEMAND THAN EVER

The average handy man to-day is keen to economize, particularly in the matter of footwear. Where there is a family of growing boys and girls the cost of upkeep in boots and shoes is a continual worry. A positive saving in this regard is readily effected through the use of a handy cobbler outfit, such as we illustrate, and many dealers report an increasing demand for this article. If you have not these in stock, we would strongly advise featuring prominently in your store a few of the various outfits which we have ready for immediate shipment.

Write us for prices and other details.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

Head Office and Works:
Guelph, Ont.

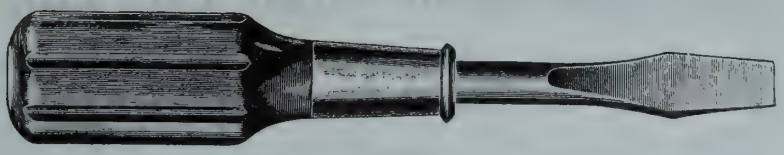
TAYLOR-FORBES CO., LTD.,
246 Craig St., W., Montreal.

H. C. ROGERS, LTD.,
147 Prince William St., St. John, N.B.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

If interested tear out this page and place with letters to be answered.







"Quality" Tools

Oil-tempered, Plain Polished Finish

To the members of the Canadian trade who are interested in handling and selling tools of a superior sort we have an announcement of special value. This company — reorganized and under new management — is making two lines of superior tools. The "Quality" line is oil-tempered, plain, polished finish. The "Phœnix" line is electric-tempered, blued finish.

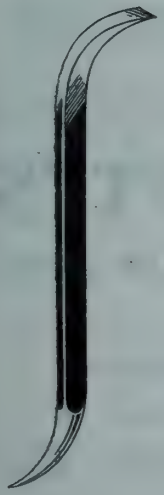




"Phoenix" Tools

Electric-tempered, Blued Finish

These superior tools include Electrician's, Regular, Auto, Cabinet, Star, Knob Handles and Plain, Screw Drivers. The line comprises Cold Chisels, Round Nosed, Oil Grove, Flat Point, Cape and Diamond Point. Other tools are Indestructible Tinner's Awls, Ice Picks, Knurled Cup Point Nail Sets, Octagon Solid Punches, Octagon Centre Punches, Long Taper Punches, Phœnix Cotter Pin Extractors, and Tack Pullers. The Victor Screw Driver is one solid piece of steel. Hammering on the handle doesn't hurt. The handle cannot twist. Screw driver bits—double or single—are among the many items. Ask for catalogue.





Made in Canada

The Quality Tool Works, Ltd.

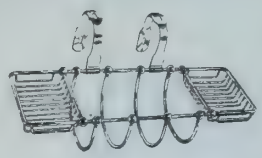
1554 St. Patrick Street

Montreal

Selling Representatives (except for Quebec:)
Richardson & Bureau, Montreal, Quebec



If interested tear out this page and place with letters to be answered.



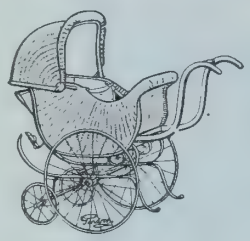
THE GENDRON MFG. CO., Ltd.



BABY CARRIAGES

and

CHILDREN'S VEHICLES





THE GENDRON MFG. CO., Ltd.

137 Duchess Street, TORONTO

VOL-PEEK



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co
Box 2024. Montreal, Canada



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.



BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

If interested tear out this page and place with letters to be answered.

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.



James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West **TORONTO, ONT.**

HORSE BLANKETS

Imperial Brand Horse Blankets

The new line of this famous old brand is now being shown for 1921—new patterns in Jute, Duck, and Kersey Horse Blankets. We are paying particular attention this year to the **quality** of the **lining.** Imperial Brand Blankets will be of the same high quality throughout, in material and workmanship, that has made them so popular with the trade in the past. In 1920 we added to the splendid facilities already at our mill in Whitby, the machinery and equipment of the E. N. Heney Co. This greatly increased capacity will enable us to handle promptly all demands.

Imperial Brand Blankets are Easy to Sell

SAMUEL TREES & COMPANY, LTD.

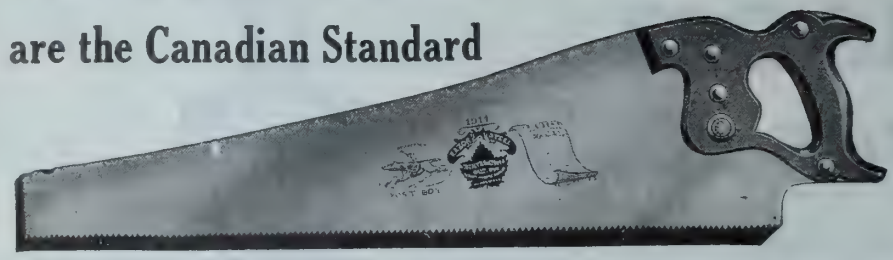
Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. E., Toronto **Mill: Whitby, Ont.**

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MAPLE LEAF HAND SAWS

are the Canadian Standard



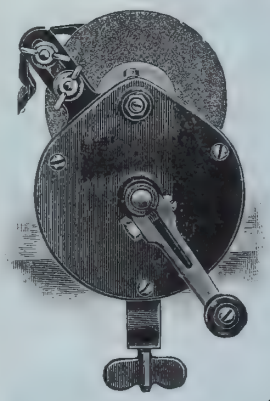
No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

WENTWORTH WELLWORTH KITCHEN ALUMINUM SET

Three Standard Articles of Kitchen Service



Consisting of—
One No. 161 Aluminum Pudding Pan
One No. 92 " Sauce "
One No. 85 " Preserving Kettle

WENTWORTH MFG. CO.
HAMILTON, CANADA
Owned and operated by E. T. Wright Co., Limited

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

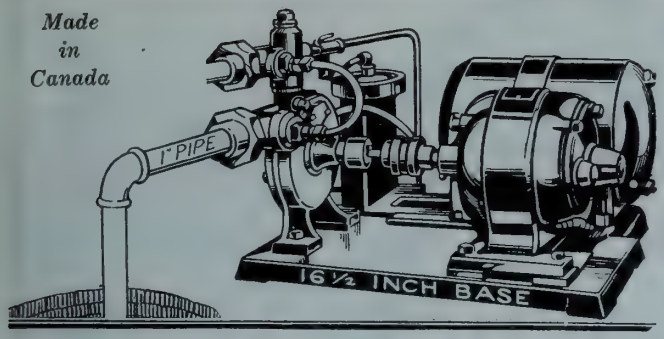
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

Made in Canada



Sell Westco Tankless Water Systems

Running Water Badly Needed in Rural Districts — The Westco Fills the Need

AGENTS MAKE GOOD PROFITS

Our agents are making splendid commissions. The farmer is deeply interested to begin with, and the talking points of the Westco are without number. You, too, can make good money selling this water system.

Write us.

Every farmer or rural resident having electricity on his farm or premises is a splendid prospect for the Westco Tankless Water System. Running water is one of the most urgent needs in the country to-day.

Farmers everywhere are demanding a good water system—and the Westco fills the need perfectly. There is big money in it for you. The field of operation is enormous. There is the whole of the vast rural areas, and suburban and outlying parts of cities and towns. It is a proposition replete with possibilities.

The Westco requires no storage tank—water is pumped direct from source of supply to taps. Entirely automatic; open tap, pump starts; close tap, pump stops.

Simple to understand, and is self-lubricating. Inexpensive to buy, maintain and operate.

No gear, no valve, no belt—only one moving part in the entire system—the impeller.

Above all—thoroughly reliable.

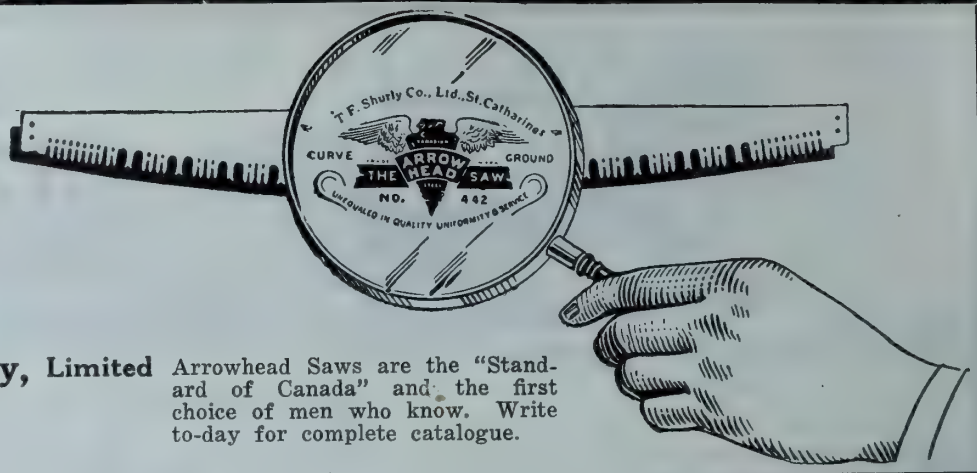
Westco Pumps Limited, 707 Yonge Street, Toronto, Ontario

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered.

ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

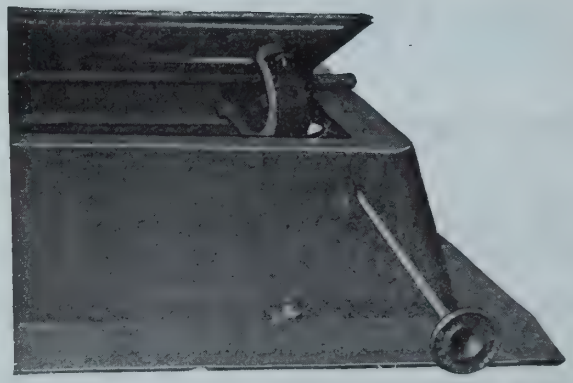
Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.
46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.
SWEDEN



QUALITY *SERVICE*

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

Barton-Netting Co.

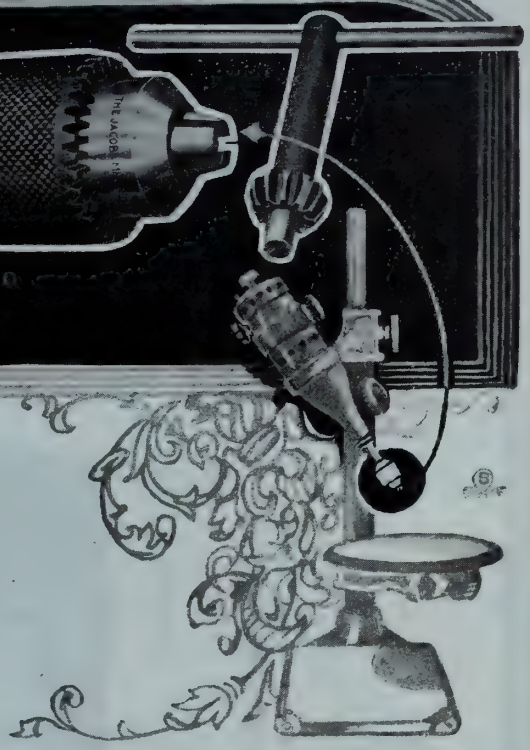
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.

Jacobs Quality Chucks



Look for the Jacobs Quality Chuck when you think of buying any kind of a hole drilling machine.

Jacobs Chucks stand for precision drilling and all the finest, most accurately made machines are so equipped.

The Jacobs Manufacturing Co.
Hartford, Conn., U.S.A.

A VALVE for EVERY SERVICE



JENKINS VALVES

Are Safe and Dependable Under all Conditions

Whatever type or size of valve your customer requires you can meet his needs in every instance if you're stocked with Jenkins Diamond Trade Marked Valves.

Care in selecting first quality metals, care in the designing and manufacturing of each and every valve, a thorough knowledge of valve requirements in every service—these are a few of the reasons why Jenkins Valves are *dependable—always.*

If it has the Diamond Trade Mark cast on the body it is a valve worth recommending. Catalog No. 8 on request.

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO *European Branch* 6 Great Queen St. Kingsway London, W.C. 2 Eng. VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

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CANADA
FOUNDRIES & FORGINGS
LIMITED

THREE FOURS WIN



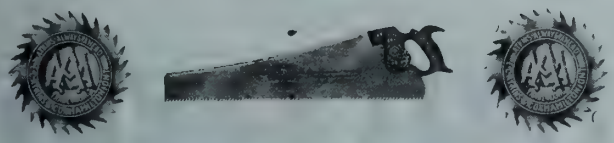
YOU NEVER NEED TO BLUFF

JAMES SMART PLANT
BROCKVILLE, CANADA

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ATKINS

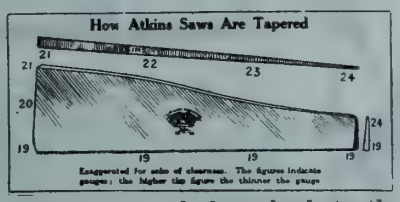
STERLING QUALITY SAWS



REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made

Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.



Segment Grinding



Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

Est. 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

Your File Friends

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

By winning for these brands the reputation as the standard of file quality, we have made them easy to sell. That means large and steady profits.

This standard of quality is jealously guarded and has been maintained for over fifty years.

Specify one of the above brands when ordering.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

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EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS
Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats
Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

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5/T

HORSE BLANKETS will be well in the running for 1921.

The same good covers and linings which have built up the demand for blankets will be used. This is your guarantee that your customers will get *satisfactory wearing service.*

See Our Samples.

5/T

Our Travellers are now working your way.

J. J. Turner & Sons, Limited

Manufacturers

Peterboro Ontario

Tents — Awnings — Flags — Tarpaulins — Oiled Clothing

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

Sets 8,000 to 13,000 Plants per day



Retails $12.00

Unique Rapid Plant Setter

for setting out TOBACCO, TOMATOES, CELERY, CAULIFLOWER, CABBAGE, SWEET POTATOES, PEPPER, EGG PLANT, STRAWBERRIES, ETC.

Each plant set, watered and covered in one operation. Does perfect work. The most useful and valuable tool on the farm.

The greatest labor saver: a better and earlier crop.

NO STOOPING, NO LAME BACK. One man sets more plants than three by hand. Does it easier and better.

Works on side hills among stumps, stones, anywhere.

EXCLUSIVE AGENTS WANTED. Write at once for particulars.

UNIQUE RAPID PLANT SETTER CO.

P.O. BOX 612, MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

WIRE ROPE AND FITTINGS



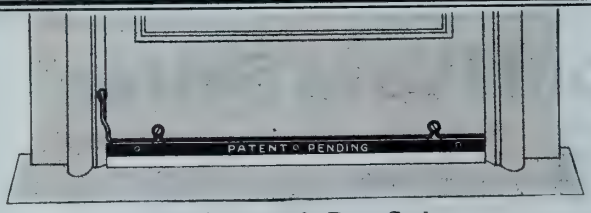
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. **Phone Adel. 388**
Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."

Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP



CROSS HEAD



The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Quebec
M. Bryan, 24 Aldgate, London, England

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CURTIS

AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.
2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.
3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.
4—Fan flywheel cools cylinder; increases capacity.
5—Inspectable valves, light weight, large area.
6—Valves cannot drop into cylinder and wreck machine.
7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.
9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.



Welded Steel Pressure Tanks
For Air, Gas and Liquid

We make these tanks of best quality copper steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD

Manufacturers:

The Sheffield Twist Drill & Steel Co.
LIMITED
Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"
Code ABC 5th Edition		

HIGH TWIST SPEED DRILLS



High-class Drills with IRRESISTIBLE PIERCING FUNCTIONS that stand the WEAR and TEAR—in other words, the DRILLS that are EFFICIENT and ECONOMICAL—are the DRILLS with the "DORMER" Brand.

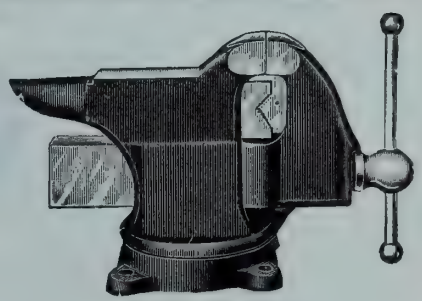
We are manufacturing SPECIALISTS—Carry large STOCKS—Give PROMPT deliveries, and rely upon our products for REPEATS.

Canadian Agents:

Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

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IT'S THE *WISE* DEALER WHO IS WELL STOCKED FOR SPRING TRADE



THAT IS WHY YOU SHOULD PLACE SPRING BOOKINGS NOW.

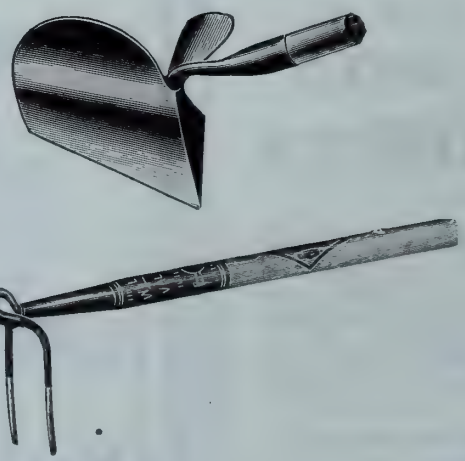
SPRING WILL SOON BE HERE, AND YOUR AIM IS NOT TO LOSE ANY BUSINESS — ISN'T IT?

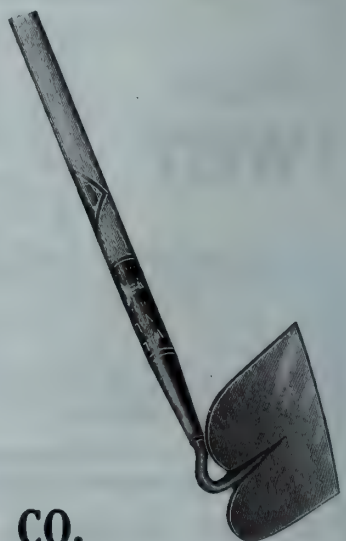
THEN WATCH FOR OUR TRAVELLER, OR WRITE DIRECT.

OUR STOCKS ARE LARGE AND WELL ASSORTED — YOU ARE SURE OF PROMPT AND EFFICIENT SERVICE.









CAVERHILL, LEARMONT & CO.
MONTREAL, QUE.

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The Only Weekly Hardware Paper in Canada

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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CONTENTS

Government Asks Retailers' Aid 35
Keeping Pace With Market Declines 36
Recitals Stimulate Phonograph Business 37
After Skate Business in a Big Way 39
Important Resolutions at Retailers' Convention 40
Editorial Comment 42
Price Decline on Hardware Is Gradual 43
New Features of O.R.H.A. Convention Program 44
News of Western Canada 45
Events in the Trade 46-47
Convention of Steel Co. of Canada 48
Expect Big Roofing Demand—Twenty Years Ago 49
New Hardware Goods 50
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburgh 51-57
Unemployment Increases Paint Trade 58
Brush Prices Unchanged Before Summer 60
Changes in Brandram-Henderson Staff 62
Weekly Paint Markets 64-66

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Canada's National Hardware Weekly

Hardware and Metal

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Government Asks Retailers Support

Minister of Finance Shows Merchants How Luxury Tax Curtailed Buying of Luxuries—Extends Thanks for Retailers' Assistance—Costs brought down Largely Through Retailers' Efforts—Ask Tax on Source of Manufacture

SIR Henry Drayton, Canada's Minister of Finance, did not hesitate to tell two hundred and fifty delegates to the Eastern Ontario and Ottawa District convention of retail merchants at a banqquet in Brockville, Ont., why he had put on the Luxury Tax, why he had taken it off, and what was the great remedy for the unfavorable trade balance against Canada and the disastrous exchange rate. Frankly, he told the assembled delegates that the Luxury Tax had been imposed to cut down useless extravagance and over-indulgence in luxuries; and as a justification of the tax he pointed out that the index figure for the cost of commodities in May of 1920 was 263 while in October it had dropped to 234. Sir Henry admitted the inconvenience to which the retail trade had been put in Canada, and proceeded to thank them on behalf of the Cabinet for suffering this inconvenience in the cause of lowering the cost of living.

Abolition of Luxury Tax

Refering to the unfavorable trade balance as between Canada and the United States, the Finance Minister again appealed to the retail merchants to help adjust this condition by discontinuing the purchase of unnecessary articles across the line. If goods could not be bought in Canada he urged that the money be spent in the Motherland, "for that which helps England helps Canada." The convention subsequently endorsed a resolution to this purpose.

The Minister of Finance, in his opening remarks, referred to the work of the tariff investigating board that had gone up and down the country, gathering all sorts of information with regard to business conditions the country over. After conducting this investigation, Sir Henry said, he felt that he had done the right thing in abolishing the Luxury Tax.

"We are a funny people," said Sir Henry, "but we are funny only because human nature is a funny and complex thing. I think, perhaps, that the Canadian people are the most sane of any people. After what Canada and Canadians have done during the Great War, we, perhaps, have the right to talk loud. Following the armistice, we began to talk about what should be done to cut down the cost of living. Such are the strange contradictions of human nature that, in spite of rising costs, we were all more or less happy, more than less, I think. Business was buoyant in the circle of ascending costs, wages were high. We grumbled in quiet tones but we were happy just the same.

All Buy on Rising Market

"Another strange contradiction of human nature is that we all buy on a rising market but on a dropping market we all stop buying and wait until it has altogether dropped before we buy anything. The index number of commodity costs in January of last year was 249.7 which was about the same as it was in 1918. In February it was 253.50; in March 257.50; in April 260.50 and in May 263.1. In May of 1920 it had reached this apex and it was time something was done and something was done. It was time that the people of Canada were made to understand that expensive and luxurious purchasing was all right so long as they were contributing not only to their own gratifications and desires but to the upkeep of the country as well. So we had the Luxury Tax. In October this index figure of commodity costs had dropped to 234 and you, gentlemen, particularly you merchants, know that the cost has dropped even lower since then. Luxurious and extravagant buying stopped, business was falling off, notwithstanding the falling off of prices, and the Luxury Tax was abolished.

"What can become of an economic situation on a basis unjustifiable and which cannot be supported on a basis of values or on what should be the common family budget? This question is more than national. If we have a stretching and multiplication of costs there is a grave danger to civilization itself, of the economic basis becoming absolutely in danger, if not altogether shattered."

Costs of Civilized Government

The Minister of Finance then went on to deal with the costs of civilized government in the different countries of the world. In comparison with pre-war days, the cost of government in Belgium had increased 993 per cent; in France 827 per cent.; in Australia, 61 per cent.; in the Motherland, 500 per cent; and in Canada 272 per cent. Dealing with neutrals, Sir Henry said that in Switzerland this cost had gone up 474 per cent; in Norway, 356 per cent; in Holland 207 per cent.; in Denmark 171 per cent.; and in Germany 1,488 per cent. Some people might say that this question of money values might be the amount of the paper inflation; but some of the countries affected, some of the neutrals who have more gold than they ever had in their lives before, were not affected by the gold standards but by the rise of commodity values in the world. If the weight of Canada's obligations could be contracted to represent pre-war values, the cost of government would have increased only about 54 per cent.

"The retail merchants of Canada," said Sir Henry, "have seen the costs coming down in this country, they have been working in that connection and in that direction against their own immediate interests, but not so in the long run. It would be a fine thing if we could get all costs of all countries down to this

Continued on page 41

NEW LIGHT ON THE SUBJECT

Many retail merchants were inclined to regard the removal of the luxury tax as an admission of weakness and bad judgment on the part of the Government. Sir Henry Drayton always claimed however, that the tax had served its purpose. He points out in this article how the index figure of commodity costs gradually dropped from 263.1 in May to 234 in October when the tax was removed, thus indicating that the tax helped to curtail purchases of luxuries.

Keeping Pace With Market Declines

The Merchant Who is Reducing His Prices to the Public in Line With Wholesale Reductions is Acting Wisely And Will Retain And Get Customers by so Doing—Should Not Wait Until High-priced Stock is Exhausted

By C. J. MORRIS

ONE of the outstanding problems with which the hardware merchant will probably have to deal in the current year is the question as to how soon should reductions be made in retail prices after reductions in the wholesale quotations have been announced. Should the retail price be lowered immediately or should the retailer wait until his stock bought at higher prices is exhausted, and then apply the reduced rates only to the stock he has purchased at the lower prices?

To the merchant who has given the matter little consideration it may at first appear that the selling price to his customers should be based upon cost, and that it is unfair to expect him to sell goods at a price which may perhaps yield him no profit whatever simply because he will have to pay less for goods which he purchases in the future. He feels that he is entitled to his fair profit irrespective of any price changes which may have occurred since he purchased the goods.

If, however, he will give the matter a little careful thought he will be convinced that, in the interests of his own business, he cannot afford not to reduce the price to his customers as and when the quotation to him is reduced, regardless of the quantity of stock he has on hand and of the price at which he bought it. And this more especially applies to staple commodities the variations in price of which are more or less common knowledge. A moment's consideration will show that if this rule be not followed to more or less extent each store might have a different price for every article as prices would vary simply according to the length of time each class of goods had been in stock. The same principle applies on a rising market. It is good business then to price goods in accordance with replacement values.

Any business man buying goods to sell at a profit has to run some risk with regard to possible price changes. In some cases he may be the gainer. On the other hand, he must expect sometimes to be a loser and the extra he makes in one case should be regarded as an offset to the loss in the other. In the case of a rise in price the retailer is entitled to the benefit. Conversely in the case of a fall he cannot afford to hold out for the higher price, for in the event of his so doing he is certain to lose business, seeing that there will always be some of his competitors who, on account of their having had a smaller stock on hand, will be able to undersell him. Two concrete cases lately came to the writer's notice which strikingly illustrate the contention that the selling prices must be based on quotations prevailing at the time of sale.

A customer entered the hardware store at which he usually dealt to purchase some turpentine. The price was quoted him as 45 cents a pint. He happened to have noticed a market quotation in the newspaper round about $1.60 per gallon and a simple calculation showed him that the retailer was charging at the rate of $3.60 per gallon. He made some reference to the high price and was informed that it cost the retailer over $3 per gallon and that the latter was thus making very little out of it. On making enquiry at another store near by he was quoted 35 cents a pint. He was on the point of doing a fair amount of painting and varnishing and, arguing that if the first dealer was charging more in one instance he might be doing so in all, he placed an order amounting to somewhere around $15 with the latter dealer. Moreover, two of his friends to whom he related the incident and who required some paint also made purchases there. This is a good illustration of what is, at any time, likely to occur and of how a dealer is likely to lose business when he fails to act upon the principle that in a falling market (or in fact in any market) he should always base his charges upon present values and not on what the goods have cost him.

The extra amount which he may collect by making the higher charge is not likely to repay him for the risk he is running of losing customers and of acquiring a reputation for higher prices than those of his competitors.

The second case above referred to did not occur in connection with the hardware business, but as it is an actual occurrence of recent date and aptly supports the theory here advanced it is well worth relating.

During the recent almost daily drop of a cent or two at a time in the price of sugar one Toronto merchant scrupulously reduced his price day by day as the reductions were noted in the daily papers. He, moreover, took good care to make known these reductions to his customers. Every day a large notice was posted in his window announcing the price. If the morning paper quoted a reduction of 50 cents a hundredweight, the same day a reduction of half a cent per pound appeared in his window, with the result that he acquired a reputation as the closest-price dealer in the district. Not only did he secure customers for sugar who had not dealt with him previously, but in nearly every case they purchased other goods, the profit on which far outweighed any profit he may have foregone on sugar. In one instance a new resident in the district enquired the price of sugar at a nearby store and was quoted 1½ cents per pound higher than that at which it was advertised by the dealer in question. On her pointing out the difference between the two prices, the second dealer explained that he was really selling at exactly what it cost him and that he could not be expected to sell at less than cost. The reply was characteristic of the attitude of the public at the present time:—

"That may be, but I do not see how you can expect me to pay you 1½ cents more than I can get it for a few doors down the street."

The result was that the man who was

Continued on page 39

"FUTURE OF ACCESSORY TRADE ASSURED"

LONDON, Ont. — Discussing with Hardware and Metal the outlook for business in the coming year Fred Floyd of the R. G. Edgecombe Co., Ltd., wholesale hardware, commented especially upon the chances the sale of auto accessories offers.

"There is no qquestion," he said, "about the permanency of the demand for automobiles and auto trucks. Every year sees the sales increasing because these vehicles fill a real place in the everyday life of millions of people. Every car that is sold and every truck that goes out has to have certain supplies. Somebody is going to get the business and it is the man who goes after it and lets car owners and truck owners know that he keeps the supplies and accessories they need. Once they know where to go they will continue to buy at that store and hardware merchants can form a very valuable connection that will bring them in for other lines. Car owners almost without exception are men who can afford to buy the better things for their homes and pay well for them. This is an important consideration. A dollar is neither here nor there with the auto owner provided he gets what he wants, whether it is for his car or his home. There is big business and permanent business for hardware men who stock auto accessories."



A homelike atmosphere pervades the comfortably furnished phonograph department of W. H. Thorne & Co., St. John, N.B. Here the customer may sit in comfort and listen to the latest selections of favorite artists. This is one of the means used by this firm to develop phonograph trade. Many other unique features are outlined in the article herewith.

Recitals Stimulate Phonograph Business

Theatre is Engaged by W. H. Thorne & Co., St. John, for Tone Tests Comparing Artists' Playing With Machine Reproduction—Keeping in Close Touch With Music Lovers—Loaning Machine and Records for Public Dances Proves Good Advertisement

EFFORTS can be made by hardware merchants handling phonographs to keep alive throughout the year, the interest ordinarily more pronounced at certain seasons in connection with sales of this line. Phonographs are much used in the home during the indoor months of winter and they are used equally as much in the summer time both, in the city and at the resorts. There is no reason therefore why the hardware merchant should not find this a profitable line throughout the year. This is the line of reasoning followed by W. H. Thorne & Co., St. John N.B., which firm has adopted several unique features in connection with the phonograph department. One of these features is the periodic holding of recitals in a nearby theatre, to which large numbers of those interested in music are drawn.

One of these recitals was recently conducted in the form of a tone test when an American concert soprano and a violinist gave a recital. The theatre was filled with guests of the Thorne company who had issued tickets of admission to music lovers who called at their phonograph department. The invitation used in connection with this event is shown herewith.

The proceedings of the recital took the form of the artists singing and playing in direct comparison with one of the machines of the line handled by W. H. Thorne & Co. It demonstrated that no difference could be distinguished between the renderings of the artists and the renderings of the phonograph. The lights were extinguished while the music was being played and when the theatre was again lighted it was seen that the artists had retired and the music was from the phonograph alone. These semi-annual recitals given by this company are very popular with citizens of St. John and large crowds are always anxious to gain admission.

Justify Expense and Time Involved

These recitals always prove to be most effective stimulants to phonograph trade. They are well advertised for some time in advance and hundreds of visitors call at the phonograph department of the store to make sure that a seat will be reserved for them. For many days after the event the phonograph department is crowded with customers who were unable to attend the recital but were anxious to hear the selections, by the same artists on one of the stock instruments.

Considerable expenes and work is ne-

cessary in advertising and preparing these recitals on a large scale but the results always justify the expense, time and labor expended, according to the statement to Hardware and Metal, of Mr. Harrison. The company has used the Imperial Theatre in St. John, five times for such recitals. Efficiency and thoroughness are very much in evidence in their conduct. The name and address of every guest in attendance is carefully filed and later an invitation is mailed inviting a visit to the phonograph department and at the same time expressing pleasure at the presence of the party at the recital.

Store Displays Linked Up

Before and after the recital the store windows are tastefully trimmed featuring phonographs. Photographs of the artists and lists of the various selections are shown. Large space is also used in the local newspapers in connection with these events. According to the management this publicity not only is valuable to the phonograph department but it is a valuable advertisement for the store in general.

Pointers From Another Merchant

Another hardware merchant in a smaller centre who has a thriving trade in phonographs and records has a few good suggestions in handling this business. His trade is such that many of his customers are well known to each other through other local activities. Thus when Mrs. Smith purchases a machine he always tells all the friends of that lady about it. He finds they will make some excuse to drop around to Mrs. Smith's place and hear the machine. Some of them already own phonographs but they will likely hear some new records, as this tore always urges the inclusion of a number of the latest records with the initial order. This merchant occasionally uses large space in the local newspaper to enumerate the newest records. These are classed under such headings as concert songs, sentimental ballads, comedy gems, opera gems, hymns, popular songs, sacred music, marches, transcriptions, Hawaiian airs, folk songs, patriotic airs as well as dance music classed under the various styles of dances.

Loan Machine and Records

This store also offered the use of dance records and a phonograph for public dances and found this a good advertisement. Once the young people saw the value of a phonograph at public dances they were quick to see the advantage of having a machine for house dances and the sale of machines and records was stimulated. Between the dances the machine interpreted vocal and descriptive selections and in this way the latest song hits were rendered. Many calls for records of such songs resulted from this.

This merchant also takes the utmost advantage of trade in phonographs as birthday presents, wedding and anniversary presents, in addition to the regular Christmas and summer holiday trade. A record is kept of all weddings and those giving presents. Two weeks before the anniversary is held a neat card is sent to the latter suggesting that as a wedding present was purchased by them for the newly married couple they might also like to give an anniversary present. It suggests that as the couple were presented with a Victrola as a wedding present that it would be appropriate to give them some of the newest records recently added to stock. This suggestion put forward in a diplomatic way has brought considerable business. The same plan is followed out in connection with birthday presents. In most cases this little reminder is gratefully received, offering as it does some practical suggestion to help the gift-giver arrive at a decision.

You are invited to attend a Private Recital
given jointly by

Miss Claire Lillian Peteler
the popular Soprano

and

Madeline MacGuigan Sokoloff
Violinist

assisted by

Mr. Igor Sokoloff
Cellist

Mr. Erl Beatty
Pianist

at the Imperial Theatre on

Tuesday afternoon, October twenty-sixth

at four-thirty o'clock

On this occasion these talented artists consent that
the Re-Creation of their art be
heard in comparison

Admittance will be by Card of Introduction only,
which may be obtained by application at the Phonograph Parlor of
W. H. Thorne & Co., Limited, King Street
as long as accommodations remain.

Invitation form used by W. H. Thorne & Co., St. John, N.B., in connection with the musical recitals held at a nearby theatre. These invitations are extended to music lovers who patronize the department or who are prospects and in this way close touch is maintained with the best prospects for both machines and records.

STRIKING DISPLAY OF ROPE, LANTERNS, WINTER AUTO ACCESSORIES.

LONDON, Ont.—A rather unusual combination of hardware which makes a striking display is contained this week in one of the large windows of the Cowan Hardware Co. The entire display features rope, lanterns and electric flash lights. The rope is coiled flat on the floor of the window in circles about three feet in diameter. In the very center of the circles the lanterns are placed. At one end is a raised stand on which is built a model light house and below are shown a variety of flashlights. At night the windows in the tower of the light house are illuminated. The window has attracted a lot of attention.

The Russell Beattie Hardware Co. is featuring in one of its windows winter auto accessories, especially chains, oils and non freeze compounds. These attractively arranged and interspersed with advertising matter make quite a nice window and one which carries a real interest to car owners.

Germany Leads in Most Hardware Exports to U. K.

Germany continues to hold a leading place in exports of hardware and cutlery to the United Kingdom. German hardware, other than hollowware, stands first for the month of November, valued at £22,043. German hollowware, cast, enamelled and not enamelled, cast, tinned, wrought enamelled, wrought galvanized, tinned plate, cutlery (other than razors) all lead in their respective field insofar as exports to United Kingdom are concerned.

After Skate Business in a Big Way

ST. JOHN, N.B.—One of the most active campaigns for skate business in the Maritime Provinces is carried on by the firm of T. McAvity & Sons, Ltd., of St. John. This season they are carrying on their usual widespread campaign of publicity linked up with window and store displays and are endeavoring to secure business in skates not only in the city of St. John, but from the surrounding territory.

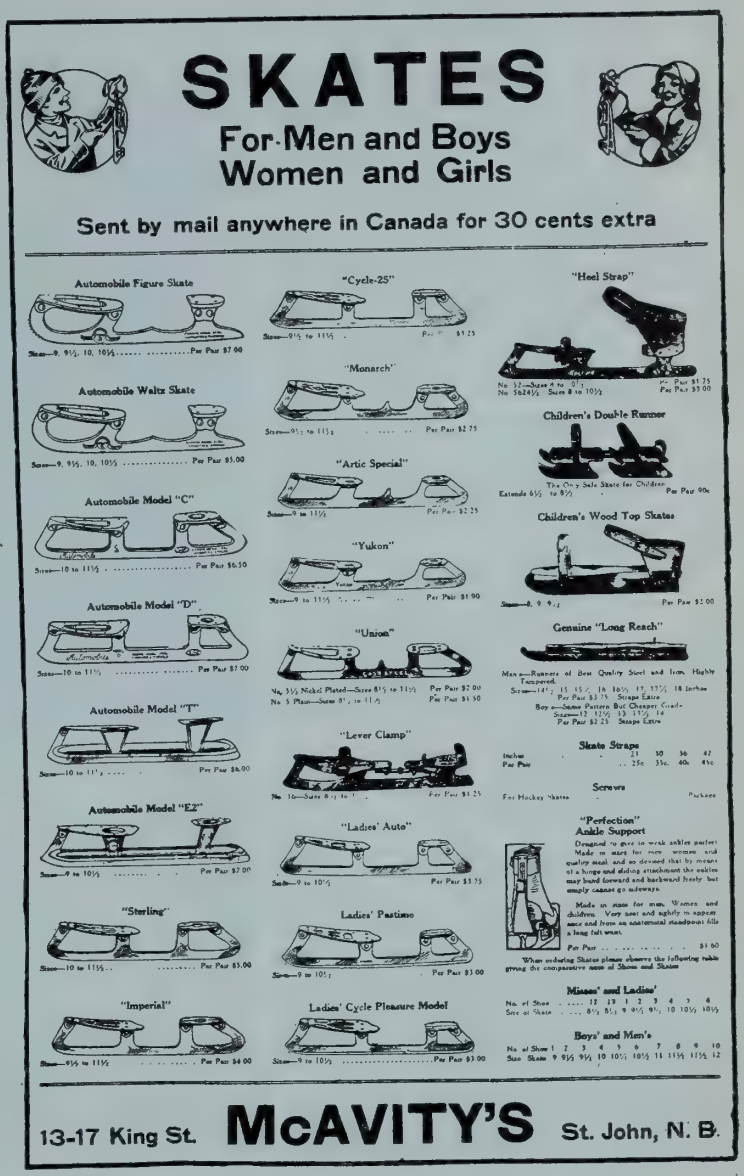
Skates are being pushed by the use of store displays and by the use of large advertising space. Herewith is a sample advertisement used by this firm in their skate campaign. This is but one of the ads. used, and is six columns wide and a full page in length. It was used in the local newspaper.

As will be noted, every line of skate is well illustrated and prices are given on each line. Accompanying this is an offer to mail a pair of skates to any point in Canada for thirty cents extra.

The advertising shows an ankle support designed to strengthen weak ankles and it also gives a very useful table of comparative sizes of shoes and skates. This information can be given to good advantage in every skate advertisement as it is the one question nearly always asked by customers on making a purchase.

Every year the McAvity firm make a specialty of skates as the ice appears and they have always been rewarded by a large sale of these goods.

The skate situation, as far as manufacturers are concerned, is considerably easier this year than in some seasons past, according to information given to Hardware and Metal by Mr. Morrow, Canada Cycle & Motor Co., Toronto. Two years ago a soft winter was experienced and preparations had been made for a big skate season, the result was that advance orders placed in January and February following were light as retailers were somewhat nervous. Last year was a good sharp season and advance orders placed last January and February were in good volume. The shortage of supplies experienced last year is not expected to be so apparent this year and a fair stock for sorting orders is on hand. Good skating weather is generally reported now throughout Canada and a good volume of skate business is being done.



KEEPING PACE WITH MARKET

Continued from page 36

basing his charges on present quotations secured her business and the man who held out for the higher price lost a customer who would probably have been a permanent one.

Looking for Reductions

Another point worth remembering is that, whereas in normal times the public are apt to accept more or less readily the price quoted them at stores where they are in the habit of dealing, they are, at the present time, when prices are on the downward trend, particularly keen to watch for any price reduction and to buy where they can buy most cheaply. Thus for the merchant who is desirous of conserving his reputation as an up-to-date-price dealer it is more than ever desirable that he should just now do nothing which can possibly lend color to the idea that he is endeavoring to keep prices high.

When Prices Were Rising

Those who in the past few years of rising prices have followed the advice given from time to time in Hardware and Metal will be in a position not only to recognize the soundness of the advice here given, but will also be able to regard any loss which they may incur by following this method of dealing with prices on a falling market as a set-off to the extra profits which have been made in the past through acting upon the advice referred to.

During the period of rising prices Hardware and Metal has persistently counselled its readers to mark prices up as the wholesale prices advanced, irrespective of what the goods originally cost, and has always pointed out that in justice to themselves they must do this in order that they might have a reserve fund to offset the reduction in profits which would inevitably ensue when prices came down to a normal level.

Those who conducted their business on these lines will now recognize the wisdom of having done so and those who unfortunately may have acted otherwise can only regret their failure to profit by the counsel proffered them. If, however, they are wise they will not add to their previous error of not charging what they should have charged by failing to reduce their prices, when, in their own interests and for the sake of their own business reputation, these prices should be reduced, and a lesser profit accepted.

Many Important Matters Covered by Retailers in Resolutions Passed at Convention of Eastern Ontario and Ottawa District

That it is the opinion of the meeting that any proposal that may be made to place a tax on the sales of the retail merchants would be very injurious to us as a class and we recommend that vigorous opposition be made through the Dominion Boards.

Buying in the Empire

This meeting desires to further a recommendation to the Provincial Board and on to the Dominion Board urging our membership to buy as many Canadian or British goods at the present time to conserve our capital and help exchange rates.

Whereas the attention of this association has been called to the ever-increasing practice of certain manufacturers conducting sales in retail stores, and inasmuch as most of these houses sell to the retail trade, be it resolved that any member knowing of those conditions report the same to the district secretary with a view to having the Canadian Manufacturers' Association take action thereon and to having the same immediately discontinued.

Selling Direct

That we, as retail merchants, protest as unfair, the practice of some manufacturers and wholesalers in selling direct to the consumers while soliciting the business of retail merchants, and that we place ourselves on record as of the opinion that such a practice is opposed to our interests, and that we will favor any comprehensive plan of action that may be decided upon by our executive as a means of putting an end to this unbusinesslike custom.

Moved by Mr. Taber, Carleton Place; seconded by Geo. Wright, Brockville.

Collection of Small Debts

That this district convention place itself on record as approving the proposed action of the Ontario Provincial Board to apply to the Provincial Government for an amendment to the Division Court Act, whereby small debts can be collected more cheaply than under the existing system, and, further,

That this district convention pledges itself to do all in its power to assist in the procuring of such an amendment.

Moved by D. Bell, Ottawa; seconded by B. T. Crabtree, Ottawa.

Trading Stamps

Whereas this association has already taken the ground that vigorous action should be incepted against all violators of the Trading Stamp Act or False Advertising Act, or any other similar Act, secured through the efforts of this association for the protection of the retail trade, and whereas we believe all such prosecutions should be undertaken by the Dominion Board, under the direction of special committees appointed by the Executive of the Provincial Board, therefore, we recommend the Dominion Board to request the Dominion Government to have an official appointed whose duty it shall be to prosecute persons who falsely advertise any article, similar to the inspector appointed to prosecute persons who violate the gold and silver marking act.

Moved by B. G. Crabtree, Ottawa; seconded by A. E. Kelly, Ottawa.

Workmen's Compensation Act

Whereas it has been reported that it is the purpose of the Provincial Government of Ontario to bring the retail trade under the scope of the Workmen's Compensation Act, and,

Whereas such an action would impose an unnecessary burden upon retail merchants, therefore, it is resolved that we ask the executive officers of the Ontario Provincial Board of our association to oppose any such attempt upon the part of the Provincial Government of Ontario.

Moved by D. Bell, Ottawa; seconded by T. Bowman, Ottawa.

Discrimination in Price

Whereas legitimate retail merchants are the largest buyers of certain lines of trade marked goods and as such contribute most largely to the profit of manufacturers, and,

Whereas some manufacturers give special prices to dealers who make it a practice to advertise certain lines of goods at a lower price than that at which said goods can be purchased by the legitimate retail trade,

Therefore, we place ourselves on record as opposed to such a practice on the part of manufacturers, and that we accordingly call upon them to discontinue such practice or as an alternative to adopt the price contract or re-selling plan, whereby unscrupulous price-cutters cannot use staple lines for the purpose of deceiving the public.

Moved by A. C. Kennedy, Ottawa; seconded by Geo. Stoate, Ottawa.

Re False Advertising

Whereas the Dominion Board of the Retail Merchants' Association of Canada has secured legislation to prohibit false advertising of goods, and whereas this district convention of the Retail Merchants' Association is strongly in favor of such legislation,

That the members of this district be requested to forward to the district secretary, or to the secretary of the Ontario Provincial Board of this association, any advertising matter in which they find goods misrepresented, and further,

That as in cases of prosecution for violation of the False Advertising Act, no provision is made for accepting the written report of the analyst who may be called upon to analyse such goods, but that official must appear in court personally and give evidence, we recommend the executive to take action which will permit the written sworn statement of the analyst to be accepted as evidence in court.

Moved by E. K. Tallman, Merrickville; seconded by W. W. Adams, Newbury.

Re Business Tax

Whereas for the purposes of the Business Tax, the premises, lands and buildings occupied by retail merchants are now assessed at a valuation of twenty-five per cent., and,

Whereas this convention is of the opinion that the valuation at present in force is excessive, be it resolved that we endorse and approve the action of the Provincial Board of the Retail Merchants' Association of Canada, in endeavouring to have the valuation reduced to ten per cent. and we pledge ourselves to give every assistance to the executive of the Provincial Board in this undertaking.

Moved by T. Bowman, Ottawa; seconded by Mr. McArthur.

Re Welfare Fund

Whereas the Dominion Board of this association, at its last convention in the city of Vancouver, had under careful consideration the matter of extension and development of the work of this association, and,

Whereas for that purpose it was deemed advisable to secure a special fund of $100,000, to be known as the "Special Welfare and Organization Fund," be it therefore resolved that this district convention of the Retail Merchants' Association of Canada, Eastern Ontario and Ottawa District, do heartily approve this proposal and that we officially commend the fund to the kind consideration and support of our members.

Moved by Mr. Patterson, Brockville; seconded by Mr. Collins.

Credit Reporting

Whereas our association has inaugurated a Credit Report Department which has already been found of great service to our members, it is resolved that this convention endorse the Credit Reporting Department of our association and strongly urge our members to make all possible use of it.

Moved by Mr. Grace; seconded by T. Bowman, Ottawa.

Re Express Rates

That in view of the fact that the members of our association residing in districts outside of the zones in which the express companies make delivery of parcels are handicapped by such lack of facilities, it is resolved that the incoming executive be requested to take this matter up and so deal with it as to secure for those members an improvement in present conditions.

Moved by Mr. McArthur; seconded by Mr. Abdullah.

Daylight Saving

Whereas resolutions have been adopted at the conventions of the Provincial Boards of our association, favouring the adoption of a daylight saving measure, it is resolved that this convention is of the opinion that any daylight saving measure, to be properly effective and avoid confusion, should be Dominion-wide and, further,

That the executive officers of this district be requested to submit a copy of this resolution to the Dominion Board for submission to the Right Honourable Arthur Meighen, Prime Minister of Canada, and the members of the Dominion Government, with the suggestion that if such Dominion measure is passed, it come into effect on April first and continue until September fifteenth, in each year.

Moved by Mr. Wright; seconded by D. Bell, Ottawa.

Re Sale "2½ Per Cent."

That this meeting, in convention assembled, approve of the action of the Ontario Provincial Board in opposing the recent Order-in-Council passed by the Ontario Legislature, which provided that the sale of all 2 1-2 per cent. beverages be confined to standard hotels, and, inasmuch as this product is sold by a number of sections of our association, be it resolved that the Ontario Provincial Board be further requested to prevent such legislation being enacted at the forthcoming session of the legislature.

Moved by Mr. Kelly; seconded by Mr. Halpenny.

Re Association Aims

That whereas the work of this association is of great benefit to the retail trade and should be generally known to the public, therefore:

Resolved that the executive of this district be authorized to take such action as they may deem wise to make our association aims and work generally known to the people in order that influence may be brought to bear upon retail merchants not already members of our association that they may come in with us and co-operate in procuring those trade benefits in which they are all willing to share.

Moved by Mr. Hawkins, Smiths Falls; seconded by T. Bowman, Ottawa.

GOVERNMENT ASKS SUPPORT

Continued from page 35

level. The costs in Canada have been largely brought down through your efforts and if I might go so far, I would like on behalf of the Cabinet and on behalf of the country to thank you for the inconvenience and trouble you have had to put up with."

Sir Henry went on to ask if the retail merchants might do something further toward helping the economic conditions in Canada. He said that the West was particularly sensitive about the question of apples and felt that they were paying too much for Canadian apples. A box of apples in Winnipeg, including heating and service on the railways, sold to the retailer for $2.73. The complainant in the case said that one box held 160 apples. At that rate, Jonathans would cost about 1.07 cents each, say, 1¾ cents. They sold to the consumer for 5 cents or even, in some cases, at 3 for 25 cents. "Something came in between that box of apples delivered in Winnipeg at 1¾ cents each and their selling price at 3 for 25 cents. You gentlemen know about that—I don't. The only first-hand information I have is that one thing complained about was that the duty on apples would add to the cost of those 3 apples for 25 cents about three-fifths of a cent because, taking the same figure, a 30 per cent. duty would work out less than one-third of a cent an apple."

Sir Henry thought it would be a splendid thing if he could further enlist the help of the retail merchants of Canada an enlistment, he pointed out, that would receive no more money for its service than the collection of the Luxury Tax did. Exports for the last fiscal year exceeded those of the previous year by two and a half millions, a thing not lightly to be regarded when exporters were faced with the great difficulty of discount on sterling. However, the interest in national buying was as great as in national selling.

"You cannot go on buying more than you sell unless you borrow enough to cover the margin of your extravagance," said the Finance Minister. "In a young country during its period of development, we must buy more than we sell and for many years we had an adverse trade balance. But at the present time, money cannot be borrowed in England without a loss of from 18 to 25 per cent. We could borrow in the United States, but if we borrowed in a country where the trade balance is against us, we merely face a further declination of currency and add to the load which we already carry. While we are ahead in exports by two and a half millions, we are in quite the reverse position with regard to buying. The net purchases during the last eight months have increased 281 millions; in other words, we purchased out of Canada 44 per cent. more than we did a year ago. There was a sad increase in our unfavorable trade balance with the United States of some 230 millions. As retail merchants, you can do much to correct these figures; you can do much educational work."

Sir Henry then went on to point to some extravagances in fruits and vegetables purchased in the United States by Canada, one of the best fruit and vegetable growing countries in the world. Agricultural and vegetable products, mainly food, increased by 23 millions over the last year, or 23 per cent. increase. Were not a lot of these things entirely unnecessary? In 1918, Canada imported three millions worth of fresh vegetables; $733,000 worth of tomatoes; $766,000 worth of onions, and $12,000,000 worth of other vegetables. Last year Canada imported $14,000,000 worth of fresh fruit and this is one of the best fruit growing countries in the world. In textiles the increase in eight months was some 66 per cent. over the previous year; in hats and caps alone, it amounted to $1,240,000.

"Gentlemen, do you like the depreciated dollar," asked the Finance Minister. "If you do, just let us go on as we are doing. If you want to see the Canadian dollar righted, you must see to it that instead of seeing it attenuated across the line, it shall stay at home and make another Canadian dollar. If you cannot make or buy your goods here, go to the London market and buy there, for anything that helps England helps Canada and the Empire. This matter of exchange is costing us millions of dollars.

"As we go on, these questions are getting more and more questions of the people. It is only the people who can put things right and put a big thing through; it is not the government. It would have been impossible for Canada to have carried on the war had it not been the nearest to the heart of every Canadian home. Financing is not a thing for the government to do; during the war and now it is a thing of the people, for the people and by the people. In order that these things may be done Canada requires and demands the same support and enthusiasm of the war years. The work and burden of the war strain is past, but the people must see that Canada goes on."

Believes in Organization

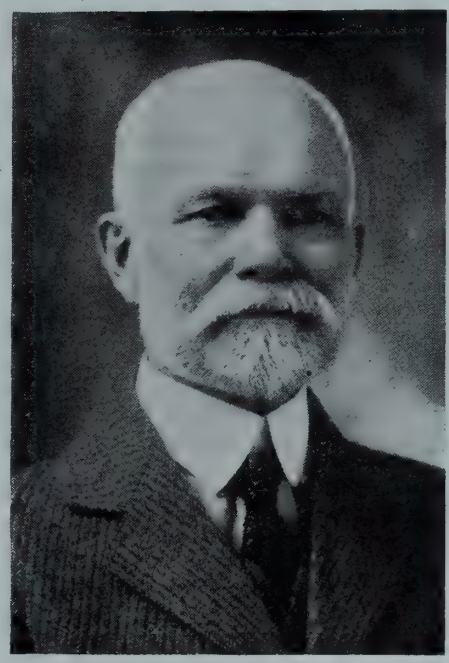
The Minister of Customs and Inland Revenue, Hon. R. W. Wigmore, spoke for a few minutes. He said that the abolition of the Luxury Tax was largely due to the representations that had been made to the government through the offices of the Retail Merchants' Association. He was a great believer in organization. He advised the retail merchants to keep in close touch with the government with regard to questions that interested them. They should come to the government with a concrete proposition when they would receive a respectful hearing and their views would receive careful consideration.

Henry W. Watters, of the Standard Drug Company of Ottawa, who presided at the banquet, took occasion in the first place to advise all the ladies of Brockville to do their trading at home. By doing so they help their husbands, sons and brothers to discharge their proper duties as citizens to their municipality and not move to other places. It was better to do this, he said, than to spend their money in Ottawa, Toronto or Montreal.

Speaking of the form of taxation that would probably succeed the Luxury Tax, Mr. Watters pointed out very emphatically that the retail merchants were not averse to paying their share of the war debt and doing their share of the work. But until Canadians were courageous enough to accept a measure of direct taxation, he said that retail merchants favored a system of taxation which was absorbed at the source of import or manufacture. "We want the business of this country conducted in the most convenient, comfortable and satisfactory way for both the retailer and the customer," said Mr. Watters.

A. C. Hardy, of Brockville, in proposing the toast to the government of Canada created a good deal of amusement when he said: "It gives me great pleasure to propose a toast to the government of Canada for, God knows, we need it."

Elected President Eastern Ontario District R. M. A.



HENRY WATTERS, Ottawa, Ont.,

who was honored by the Retailers of Eastern Ontario and Ottawa District in Convention last week in Brockville by re-election to the Presidency of the district branch and with an honorary life membership in the Association. The other officers follow:

1st Vice-President—A. Goulet, Bourget.
2nd Vice-President — Robert Craig, Brockville.
Treasurer—T. W. Collins, Ottawa.
Auditor—Alex. Phillips, Ottawa.
Secretary—J. C. Campbell, Ottawa.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

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THE old saying "every cloud has a silver lining" is borne out by reports of paint and brush manufacturers who say the large extent of unemployment in Canada is resulting in large sales of house paints in quarts and of small and medium size brushes.

* * *

THE clerks in hardware stores represent a virile force when organized and can by co-operation improve themselves and their working conditions. This fact is evident from the achievements of the St. John Hardware Clerks' Association which wields a power in local politics and influences many business matters of interest to themselves.

* * *

CAPABLE speakers have been secured to give addresses on Chain Stores, Co-operative Buying, Mutual Fire Insurance and other timely subjects, before the Ontario Retail Hardware Association convention in Hamilton February 14-18. The progressive merchant is the one who keeps himself informed on such important topics in the field of retail merchandising and those attending this convention should learn much from these speakers. There will be many other important features as well, as outlined in the program in last week's issue of Hardware and Metal.

Signs of Improvement

SEVERAL indications that trade conditions in Canada might soon be expected to improve, are found in the trade returns for the month of December 1920, figures of which are shown elsewhere in this issue. It is evident from these figures that Canadian exports are on the increase, a condition which should shortly be reflected in a further broadening of the export field and an improvement in Canadian exchange. Another notable fact is the decrease in the imports of foreign foodstuffs, textiles and other products which are not really essential to Canadians. The figures furthermore indicate an increase in Canadian imports of raw materials necessary for maintenance of activity in Canadian factories. This fact would seem to indicate that manufacturers are making plans for a resumption of industrial activity in the near future.

One of the unsatisfactory features of the trade returns is the fact that imports of non-metallic minerals is nearly doubled in December 1920 over the same month in the previous year. This item chiefly represents imports of coal. Under prevailing conditions this item is likely to continue to prove a thorn in the side for Canadian trade and it is therefore to be hoped that every attention will be given the development of "white fuel" from Canada's unlimited facilities for producing power. Much of the importation is of soft coal for the production of power. Development of water along the lines suggested should result in decreasing our coal imports, and will furthermore allow the extension of electric energy to every town and hamlet throughout this country and thus bring about better living conditions.

The Customer's Confidence

NOW is the time when those hardware merchants in whom customers have confidence, will reap their rewards. No buyer wants to make a purchase to-day if to-morrow he will be able to make the same purchase with a less expenditure of money, and he will very often be guided by the merchant's advice. If a policy is followed, such as it outlined in an ad used by one merchant wherein he takes the stand that reductions will likely be gradual and will be passed on to the customer as soon as possible, the customers will have confidence that their interests are being looked after. As long as buyers have the idea that the merchant will hold prices up until he is forced to make drastic reductions, his trade will suffer as result. Better to base prices on replacement values at time of sale and so encourage more buying.

Says Conditions Are Better

WHEN Judge Gary, chairman of the U.S. Steel Corporation, states for publication that he can see nothing unfavorable on the business horizon, it carries weight.

"I think I am justified in saying," said Judge Gary a few days ago, "so far as my opinion extends, there is nothing unfavorable on the business horizon. Certainly at present the tendency is toward improved business conditions.

"That does not necessarily mean that there is a decided increase in volume, but it does mean that the general aspect, including the temper of business men, is better. If that continues, it is certain to have a decided improvement within a comparatively short time.

"As before stated, the principal reason for apparent dullness in some lines is that the purchasing public is waiting for such information as will influence it to conclude bottom prices have been reached. It should be evident to everyone that in certain lines or departments further decreases in selling prices are necessary and therefore likely to be reached. I have heard of cases where lower prices have been fixed by retailers than the prices they paid to the wholesalers for the same goods. It shows a disposition to make adjustments which have been determined upon for the purpose of complete readjustments, promptly disposing of stocks and of getting into a financial position which will enable the retailers to proceed in the regular way. And this is only an illustration of what must be done in all lines before we can expect good business.

"However, we all know by experience that after any movement of importance commences, as it progresses it gathers speed and will within a short time reach a momentum that means early completion of the movement.

"I see increasing signs of a disposition on the part of producers and wholesalers to recognize conditions and to submit to such reductions in selling prices as are necessary before a return to a normal volume of business."

Decline is Gradual in Hardware Prices

Inflation of Values During 1920 Not so Great as in Less Staple Lines—Not Necessary to Sell Below Replacement Values—Many Interesting Features of 1920 Trade

READJUSTMENT conditions prevailing during the year 1920 failed to bring about as acute a condition in the hardware trade as in some other lines of business, and from present indications it looks as though the hardware merchant will continue to be somewhat favored. It must be kept in mind that hardware is more of a necessity than a luxury and prices were not subject to artificial inflation to such an extent as some other lines. Therefore, while prices of some hardware goods are three times as high as before the war, the average advance is much less and the urgency of price reduction is not so apparent. Thus it is that with few exceptions hardware prices remained fairly firm during the first part of the price reduction campaign recently commenced and have declined very gradually since then.

Conditions have been such that hardware merchants have not found it necessary to sell at prices below replacement costs. What reduction is taking place is influenced chiefly by lower replacement values and therefore the process of bring about lower values in hardwar promises to be gradual.

Reviewing the trend of events during the year, it will be recalled that early in 1920 there was a scarcity of many lines, particularly those made from iron and steel, such as nails, pipe, sheets and plates. This condition later affected stoves and wares, kitchen utensils, etc. The scarcity was attributed to shortage of raw materials and poor transportation. That condition is now changed and of 66 basic lines which, taking an index figure of 100 as representing the price in January, 1920, now are represented by an average value equivalent to 111.

Present prices on iron and steel goods are higher in proportion but the declines recently on linseed oil, turpentine, cotton goods and ingot metals have tended to decrease the average advance.

Many manufacturers are catching up on production. Higher freight rates have assisted in the movement of materials and commodities.

Smaller Stocks

Hardware stocks are, generally, smaller now than earlier in the year and owing to uncertainty a hand-to-mouth buying policy has been adopted in the trade.

New hardware goods introduced to the trade during the year have consisted chiefly of electrical appliances and auto accessories. These, along with toys, represent three departments which are fitting in more and more to the hardware trade. There has been much trade development along these lines in hardware stores, during the past year.

While a careful buying policy has been adopted of late, collections have in many instances not been given the same care with the result that some jobbers report an increasing number of merchants recently showing a tendency to neglect credit accounts. This matter has not assumed any serious proportions however, as indicated by the fact that there have been no failures among hardware merchants for some time and credit men report general conditions will continue favorable as long as due attention is paid to collections.

Building operations have still been held largely in abeyance this year and it is noteworthy that hardware trade has continued in such good volume without this usual source of much business in builders' hardware, tools, paints, etc. The expected resumption of building next spring should be an important factor in this year's business.

During the past year there has been much criticism of the Government's tax legislation as introduced in the 1920 budget. Hardware merchants were in the vanguard of those making energetic protest to the luxury taxes as a cause of too much trouble and a deterrent to business. Some forms of licenses and the application of the sales tax have also come in for much protest. No doubt the protests mentioned played a part in the repeal of the majority of the luxury taxes.

Importations

Importations of hardware this year have been nearly double those of 1919. The exchange rate has had little effect on imports from the United States. Imports of cutlery and sheets from the United Kingdom have this year been below those of the pre-war period but are gradually improving. Glass is coming forward in small quantities from Belgium. It is interesting to note that a company has been organized to manufacture glass in Canada next year and an output sufficient to suply one-half of Canada's requirements is expected.

Exports

Canada's exports of hardware and cut-

(Continued on page 66)

Price Tendencies During 1920

Following is a table showing the price tendency during 1920 on sixty-six staple hardware lines. Taking 100 as the index figure representing the value on January 1, 1920, the value on December 31, 1920, on these lines was as follows:

Axes	114	Coal oil	130
Belting, Leather, standard	111	Gasoline	131
Sheet brass	86	Oakum, plumbers'	94
Carriage bolts	110	Tar paper, No. 1	128
Wash boards	126	Tarred paper, No. 1	128
Steel butts	100	Tarred felt	115
Range boilers	125	Coal tar, crude	132
Cement, Portland	109	Clay picks	110
Churns, hand	136	Pipe, galvanized, 1-inch	111
Canada plate	174	Lead pipe	107
Chain, proof coil	113	Ready roofing, 2-ply	109
Window glass	88	Rope, pure Manila, base	95
Sash cord, base	80	Cotton rope, base	70
Crow bars	112	Wood screws	120
Files (Canadian)	100	Shovels, 2nd grade	124
Grindstones	143	Sheets, galvanized	112
Hammers, sledge	114	Solder, commercial	72
Hinges, strap	100	Fence staples, bright	119
Bar iron, base	112	Wares, enamelled, standard	119
Sad irons	113	Do., Pieced tin	117
Lawn hose	120	Do., Galv., pails	114
Lanterns	120	Stove pipes	125
Lantern globes	178	Sash weights	183
Ingot metal, copper	78	Steel wire, bright, base	107
Do., Tin	67	Screen wire cloth	97
Do., Lead	74	Clothes wringers	122
Do., Spelter	69	Cotton waste	121
Do., Aluminum	109	White lead in oil	105
Washing machines	131	Linseed oil	44
Lawn mowers	138	Turpentine	60
Wire nails, base	111	Mixed paints, colors	100
Do., 1¼-inch	118	Putty	118
Horse shoe nails	106	Rosin	78
Poultry netting	110		

New Features For O. R. H. A. Convention

F. A. Maycumber, Sales Manager Winchester Repeating Arms Co., to Speak on Chain Stores —Exhibit Booths Rapidly Taken up in Anticipation of Big Turnout

A NUMBER of new features are being constantly added to the programme for the sixteenth annual convention of the Ontario Retail Hardware Association to be held in Hamilton from February 14 to 18 inclusive. Details of the programme were outlined in last week's issue of Hardware and Metal. Since that time word has been received by the secretary that F. A. Maycumber, sales manager Winchester Repeating Arms Co., of New Haven, Connecticut, will address the convention on the subject, "The Chain Store Proposition." The speaker will no doubt be heard with much interest owing to the development of chain hardware stores in the United States by the company he represents. This feature is scheduled for 9.30 a.m. on Thursday, February 17, at the meeting at the Armories.

Booths Rapidly Taken Up

The seventy booths in the Armories have all been arranged for by manufacturers and a number of late applications for concessions could not be filled. The rapidity with which the locations were secured when considered in view of the expense and work involved in fitting up an attractive booth, indicates that manufacturers as well as the officers are expecting a much larger representation of hardware merchants than have attended former conventions. The large number of interesting programme features arranged for justify wholehearted support on the part of Ontario hardware merchants.

Among the interesting and instructive features, apart from the actual business of the convention, are found the following: Addresses on the business outlook for 1921, as follows—"The Iron and Steel Market," Robert Hobson, president the Steel Co. of Canada; "Manufactured Products," John M. Taylor, president Taylor-Forbes Co.; R. J. McCormick, general sales manager Canada Foundries & Forgings Co.; Col. A. M. Hatch, Canada Steel Goods Co.; "Paint and Oil Trade," W. J. Lortie, Toronto manager Dominion Linsed Oil Co., and John Irwin, McArthur-Irwin Co., Montreal, representing the "Save the Surface" campaign.

Mutual Fire Insurance

Address on Mutual Fire Insurance as Carried by Retail Associations, by N. S. Jones, manager for Canada of the Northwest Mutual Insurance Co.

Complimentary banquet tendered by Wood, Alexander & James, Hamilton.

Addres on the Chain Store Proposition by F. A. Maycumber, salesmanager Winchester Repeating Arms Co., New Haven, Conn., originator of the Winchester chain hardware stores in the United States.

Address on Co-operative Buying by Wm. Hargraves, manager Drug Trading Company, Toronto.

Brief talks by exhibitors outlining selling points of various lines.

Talk on advertising to bring results.

Visit to Hamilton factories and investigation of manufacturing processes as applying to various lines of hardware.

Free Discussion of Hardware Problems

In addition to these extraordinary features there will be free discussion of all problems now affecting the retail hardware trade. This will take the form of a question box and game of cards. With the latter questions will be answered first by the members, then by the president or secretary.

Two films will be shown during the convention. An industrial picture will be shown on Monday evening, and on Tuesday evening a film story dealing with the various processes in the manufacture of rope and binder twine will be shown by the Plymouth Cordage Co.

The exhibition hall at the Armories, where an orchestra will be in attendance during the afternoons, will be of interest and educational value.

It is doubtful if more interesting features could be crammed into a four-day convention, and it will amply repay any and every hardware merchant in the province to attend and learn what is going on in the trade.

As this issue goes to press the secretary of the O.R.H.A. advises that the following speakers will also be heard at the Wednesday morning session of the convention, coming, in order, after the speakers on Paint and Oil Trade:

The Wholesale Trade—Col. Robert Starke, president Canadian Wholesale Hardware Association; S. H. Alexander, Wood, Alexander & James, Hamilton, Ontario.

The Retail Trade—Nelson Mills, vice-president O.R.H.A.; G. E. May, Toronto; F. B. Smith, Belleville; G. A. Binns, Newmarket; A. J. Wright, Hamilton, all members of the executive committee.

Trade Shows Improvement

CANADA'S trade returns for the month of December are thought by some to offer definite evidence that industrial conditions are on the mend and that the worst phase of the present condition is over. One of the most encouraging features of the figures is that there is a marked increase in our exports of domestic products. The increase in these exports is noted from the following comparison: December, 1919, $133,541,000—December, 1920, $149,284,000. The nine months of the fiscal year show exports valued at $974,920,000, an increase of $33,075,000 over the corresponding exports during 1919. This is despite price declines in many of the lines which form the major part of our exports.

The buying of luxuries in foreign markets by Canada is being checked, according to December figures. Imports of foreign foodstuffs, textiles, etc., show considerable decrease. There is still a large importation of non-metallic minerals, chiefly coal. The total imports, including coal, glass, petroleum, salt, etc., but of which coal is the chief item, practically doubled in value during December, 1920, compared with December, 1919.



"Knowledge is Power"

Progressive hardware merchants realize the value of exchanging ideas and learning what is developing in the trade. Under prevailing conditions it is only by securing such knowledge that an intelligent course of merchandising can be pursued. There will be much of educational value at the Ontario Retail Hardware Convention in Hamilton and it will well repay you to spend the following dates in Hamilton:—

February 14-15-16-17-18

News of Western Canada

Convention of Alberta Retailers

Government Has Conceded Right for Merchants to Take Stock at Low Price if Declined —Avoid Taxation on Losses.

CALGARY, Jan. 19 (Special).—The Alberta branch of the Retail Merchants' Association is holding its annual meeting here this week. Following the registration and receiving of delegates, an address of welcome was given, after which the president, secretary and treasurer made their annual reports.

James Kellas, secretary of the Retail Merchants' Association, in a message sent out to the members, stated that the government had been asked to concede the right to merchants to take their stock at the end of their year at the lower price if the commodities are declining in price, and they have agreed to do this. This is, that retail merchants should not have to pay taxation on their losses as a result of the slump in prices. For instance, if a merchant has something that cost $60, and when repurchasing it will cost $40, the retailer must take stock at the lower price. This will protect the merchant against taxation on losses.

A discussion on what should be substituted for the luxury tax will take place at this convention. An increase in the sales tax or a bulk sales tax are being suggested. Many other matters of interest to the retail trade are also being considered.

Calgary Merchants Provide a Fine Rest Room for Shoppers

Calgary, Jan.—The rest room for rural shoppers is now ready for the use of the public. The retail merchants' bureau of the board of trade intends to see that it is properly advertised, and at a meeting of the bureau it was decided to notify all secretaries of the U.F.A.'s and U.F.W.A.'s within a radius of one hundred miles of the city of the convenience that will be furnished shoppers to the city. In addition to this there will be notices posted in all post offices within the same radius, signs will be placed in conspicuous parts of the city and it is probable that notices will appear in all country papers to that effect.

The retail merchants are delighted with the excellent arrangements which have been made at the rooms on Seventh Avenue opposite the city hall and feel that this will be a decided acquisition to the city and mean a great deal of advertising as to the enterprise of the merchants.

Expects Big Aluminumware Trade

Winnipeg.—E. Roderick, general manager of the Louis McLain Co., Ltd., of Toronto, is on an extended business trip to their Winnipeg branch and during an interview with Hardware and Metal stated that his firm have just finished their new factory in Toronto and new machinery is to be installed very soon. He stated that the firm is now manufacturing 500 lines of aluminumware and during the last two months have put on the market over thirty-seven new lines.

Notes of Wood Vallance, Ltd.

Winnipeg.—Wood, Vallance, Limited, Social Club gave a delightful entertainment in the form of a toboggan party and dance. Sliding started at 7 o'clock at the Kennedy street slide, after which all hands returned to the warehouse where the office floor had been specially treated for dancing. A buffet supper was served and dancing was indulged in until the wee small hours. The committee consisted of Miss B. M. Parkinson, Convener; Morley Paul, George Horn, Grant McLean and Dave Miller.

* * *

Winnipeg.—Wood, Vallance, Limited, hockey team recently journey to Beausejour where they played the local team a friendly game. The brand of hockey put up was an agreeable surprise to the big crowd who attended the game and the result was in doubt at all times. The final score was 7 to 5 in favor of Beausejour. Several members of the staff accompanied the team and all hands report that they enjoyed a splendid time.

Following is a list of the players for Wood, Vallance, Ltd.

Goal—Don McKinley.
Left defence—Wm. Thompson.
Right defence—Joe Lyons.
Centre—Morley Paul.
Right wing—Alex. Morrison.
Left wing—J. Fellowes.
Substitutes — Dave Mackie, Dunc. Irwin, Dick Bird.

* * *

Winnipeg.—Wood, Vallance Ltd., bowling team started the second series in the Merchants' Bowling League by capturing three straight games.

Western News

Winnipeg.—The International Varnish Co., Ltd., Toronto, are operating a new branch at St. Boniface, Winnipeg.

Winnipeg.—J. B. Curran, manager of the Brandon Hardware Co., Brandon, Man., was a visitor to Winnipeg.

Roderick Wynne Succumbs

Winnipeg.—Roderick Wynne, Calgary, traveller for the J. H. Ashdown Hardware Co., died at the General Hospital of pneumonia. In his usual good health Mr. Wynne came to Winnipeg to attend the company's convention, and it was while on this mission that he was stricken with the disease. He was a native of Campbellford, Ont., forty-six years of age and unmarried. The remains will be forwarded to Norwood, Ont., where deceased has a sister residing.

Group Insurance for Employees

Winnipeg.—The Winnipeg Paint and Glass Co., Ltd., have arranged for group term insurance for the employees. The insurance ranges from $500 in the case of employees at least one year on the payroll to $3,000 in the case of employees on the roll for fifteen years and over.

J. H. Ashdown President W. C. Colonization Ass'n.

Winnipeg.—J. H. Ashdown, of Winnipeg, was elected president of the Western Canada Colonization Association at a meeting of the executive of that organization. M. A. M. Brown, of Medicine Hat, was elected vice-president. A general manager was agreed upon, but his name has not been announced. It is understood that an active campaign for immigration will be instituted soon, and that agents will be sent to the United States to that end for this year's work.

Municipally Controlled Stores in Alberta

Edmonton, Alta., Jan.—Retail shops all over Alberta are likely to be taken from under the provisions of the Factory Act and put under the control of the municipal and civic bodies. This grew out of a request, submitted to the government by a delegation from the Retail Merchants' Association, to the effect that a shops act be passed for the special regulation of retail trade in cities, towns and villages.

The fixing of opening and closing hours and weekly half holidays was one of the chief reasons why a shops act was desired, it was said by the delegation.

Events in the Trade

Business Changes

Montreal.—Thos. Moore & Son have dissolved partnership.

Obituary

Gananoque, Ont.—E. L. Atkinson, president St. Lawrence Steel & Wire Co., is dead.

Personal

Toronto.—M. A. Daly has succeeded the late W. F. Ferguson, as eastern Ontario representative for the Martin Senour Co. Mr. Daly has been with this company for the past fifteen years.

* * *

Toronto.—Gordon Houlden, formerly manager of Glen A. Henry & Co. Hardware Store, of Oshawa, Ont., who has been the Eastern representative of the 1900 Washer Co., Toronto, for some months, is now transferred to Montreal where he will be in charge of the company's special selling department in Henry Morgan & Co.'s store.

* * *

The Continental Sales Co., a new firm of manufacturers' agents, have opened an office at 24 Adelaide St., Toronto.

* * *

Montreal.—Among the visitors who will call on the local hardware trade in the near future are A. A. Dwight of Remington Arms Co., and Mr. Sheafe of Thos. Laughlin & Co., Portland, Maine, manufacturers of marine supplies.

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Montreal.—Ernest Bureau, of Richardson & Bureau, has left for a trip to the Maritime Provinces, and will be away for about a month's time, calling on the jobbing trade.

* * *

Montreal. — Visitors calling on the Montreal hardware jobbers this week from outside points include: F. A. Ray, Stevens-Hepner Co., Ltd., Port Elgin, Ont.; Mr. Dery, Canada Needle & Fishing Tackle Co., Ltd., Toronto, Ont.; Roy Miller, Carbarundum Co., Ltd., Niagara Falls, Ont.; Walter Begg, A. C. Gilbert-Menzies Co., Ltd., Toronto, Ont; Mr. Fraser, Crescent & Co., Meriden, Conn.

Fire Destroys Halifax Hardware Store

Halifax.—Fire starting from a defective wire in the toy department of Morton & Thompson's hardware store, Sackville street, swept through the three-story brick building with extraordinary rapidity and an hour later had destroyed virtually the entire contents of the building and left only the brick walls and a portion of the roof standing. The loss is estimated at $150,000.

The stock of hardware, toys and sporting goods destroyed was valued at $50,000, with insurance of $23,000. The building, which was owned by the hardware firm, was valued at $75,000, with $40,000 insurance.

Western Ontario News

At the annual banquet of the members of the Builders' Exchange at Sarnia the opinion was general that a big year's building is ahead and that business men will have a most satisfactory year. Among those who responded to toasts were H. A. Couse of the Sarnia Hardware Co.

* * *

Roy Taylor of Jones and Taylor, hardware merchants at Amherstburg, has returned after spending two weeks in Boston, New York and Syracuse.

* * *

Negotiations are well under way at London, Ont., for the purchase of twelve acres in East London on which an American Metal company will locate its Canadian branch.

Changes in Stanley Steel Co. Staff

Hamilton, Ont.—H. C. Hatch has been appointed general manager of The Stanley Steel Co., Ltd., succeeding D. B. Marwick, who becomes manager of sales.

Expect Fresh Start For British Empire Steel Merger

Conferences recently held in England by Anglo-Canadian steel magnates concerning the British Empire Steel merger are said to have resulted in a satisfactory understanding. Roy Wolvin, President of Dominion Steel Corporation, and D. H. MacDougall, President of the Nova Scotia Steel & Coal Company are now on their return to Canada, J. W. Norcross, President of the Canada Steamship Lines, is remaining in England. It is stated that financial arrangements for the development of Canada's steel resources were practically settled at the meeting, and that if Messrs. Wolvin and MacDougall can make a quick settlement regarding the Canadian firms which will enter the merger the undertaking can be launched within three or four months. The recent hitch in negotiations is said to have resulted in a complete change in plans.

Canadian Firm Buys Rights to New Pipe Process

The National Iron Corporation, Ltd., of Toronto has purchased the sole rights of manufacturing iron piping by a new process, invented by a Brazilian engineer, Senhor Sensaud de Lavaud. It is claimed that much lighter and yet stronger iron piping can be made by this process than in the usual way. The process is said to reduce the number of operations in the manufacture of piping from thirty-one to four.

Many Attend Banquet For A. A. Bittues

Montreal.—A farewell dinner was tendered to A. A. Bittues, managing director of the Gillette Safety Razor Company, who leaves soon for the Orient to represent the parent company or director of foreign sales. A large number of his friends gathered at the Montreal Club and the guest was the subject of the best wishes of all present. Among the speakers were Robert F. Jones, of the Bell Telephone Company, who occupied the chair, F. W. Stewart, Walter Hagar, Mr. Justice Marechal, Charles Gardner, on behalf of the North Lake Fish and Game Club, Col. Geo. Ham, and others.

Reorganize Quality Tool Works

Montreal.—The Quality Tool Works has undergone reorganization and is now a limited company with a capital of $100,000. The plant, located at 1554 St. Patrick street, Montreal, Que., has been compretely refitted with modern machinery for the production of small tools for the hardware trade. Mr. Snyder, formerly connected with the original concern, and who has expert knowledge of the manufacture of small tools, is retained as superintendent of the plant, and is also a director on the Board of Directors.

Richardson & Bureau, agents, of Montreal, have been appointed general sales agents for Canada, with the exception of the Province of Quebec, which is being handled by the head office direct. The plant is at present running full time and new lines will be added from time to time. Two qualities will be featured, the "Phoenix" brand will be the highest grade, hammer forged, electric tempered, with a blued finish. Distribution will be made through the wholesale hardware firms and catalogues may be secured by the trade upon request.

Steel Works Manager Receives Presentation

Toronto.—S. R. Cound, general works manager of the Baldwin Steel Corporation, was, on the occasion of his departure for England on a holiday, presented by the staff with a handsomely engraved cigarette humidor, bearing the inscription: "Presented to S. R. Cound, Esq., by the staff of the Baldwin Canadian Steel Corporation, Ontario, Canada, in commemoration of the opening of the works and the successful production of sheets and tin plate in the Dominion of Canada, and as a mark of their attachment to him."

The presentation was accompanied by a laudatory address, to which Mr. Cound made a suitable reply.

Will Fight Wage Reduction

That they will fight by every legitimate means in their power the 20 per cent. wage reduction ordered by the Dominion Iron & Steel Corporation was the decision reached at a mass meeting of Steel Workers' Union, Sydney, N.S. Speaker after Speaker took the floor and declared that there was nothing in either the cost or price of steel or in the trend of the cost of living to justify the drastic wage cut proposed by the Steel Corporation.

An effort will first be made, it is said, to induce the company to change its announced purpose of making the 20 per cent. cut, but if negotiations in this direction fail, then an appeal will be made direct to the Federal Government.

U.S. Manufacturers Appoint Canadian Representative

Montreal.—A. J. Hopkins, formerly head of the automotive equipment department of the Canadian Fairbanks-Morse Company, has opened his new office at 392 St. James St. W., Montreal, being appointed Canadian representative for the following American manufacturers: Black & Decker Mfg. Co., Baltimore; Clover Mfg. Co., Norwalk, Conn.; Continental Auto Parts Co., Columbus, Indiana; Edgar C. Guthard Co., Chicago; Locktite Patch Co., Detroit and Windsor; and David W. Onan, Minneapolis.

To Explain Work of Research Council

The Canadian Manufacturers' Association will give a luncheon at the Royal Connaught Hotel, Hamilton, Ontario, at 12.30 p.m., on Thursday, January 27, 1921, after which Dr. A. B. Macallum, chairman of the Research Council of Canada, will deliver an address. Dr. Macallum will tell what the Research Council has done up to the present and what the Council recommends should be done in the future in order to develop Canada industrially to the greatest possible extent.

St. John Hardware Clerks' Annual Meeting

Co-operate With R. M. A. re Early Closing Law—Sound Financial Standing—Favor Daylight Saving

ST. JOHN, N.B.—The second annual meeting of the St. John Hardware Clerks' Association was largely attended by representatives from the staffs of the various hardware stores in the city. President H. D. Sullivan in a brief address reviewed the work done by the association during the year, and referred to the generous action of the St. John hardware merchants in granting the Saturday half holiday during the months of January, February and March, making a total of seven months out of the year on which the half holiday was in effect. He expressed appreciation, on behalf of the members, of this act of co-operation on the merchants' part.

Not a Union

Mr. Sullivan, who holds a responsible position with the S. Hayward Co., gave in detail the aims and objects of the association and strongly urged the members to always bear in mind that theirs was not a union, nor was it formed with the intention of at any time enforcing any demands. On the other hand, the object was to work along co-operative lines, and to ever bear in mind that the interests of merchant and clerk should be one. A successful merchant was necessary before we could have successful clerks or salesmen, and by all pulling together it was possible to make an all round success of any undertaking.

Co-operate with R.M.A.

The vice-president, R. A. Willet, who is senior bookkeeper for W. H. Thorne & Co., Ltd., then addressed the members. Mr. Willet dealt with the early closing law and said that although the hardware employees were enjoying very reasonable working hours, and had no complaint of any description to lodge, clerks in other lines of business were not so fortunate, in many stores they were having to work until ten or eleven o'clock every night. Mr. Willet went on to say that the early closing law, although passed some years ago, had never been put into effect and was full of loopholes through which it could be evaded, even were it enforced. He suggested that the association co-operate with the Retail Merchants' Association and go into the matter thoroughly, with a definite aim in view with regard to hours, holidays and the class of store to which it would apply. The Retail Merchants' Association had on a former occasion given backing to the early closing movement when brought up by the Dry Goods Clerks' Association, but it had fizzled out owing to divided opinion amongst the clerks themselves, and lack of co-operation with the Retail Merchants' Association. Mr. Willet advised the association to revive the movement.

Good Financial Standing

The president then called on the secretary-treasurer, P. H. Butler, to read the report of the year's work. The report showed that the association had taken an active part in all matters pertaining to the interest and welfare of hardware clerks, and that it was in a flourishing financial condition, having a large surplus on hand.

Election of Officers

The election of officers then took place, which resulted in the return to office of H. D. Sullivan as president, R. A. Willet as vice-president. P. H. Butler was again nominated for the office of secretary-treasurer but declined nomination owing to business pressure. P. C. Johnson and E. H. Marshall were then nominated and Mr. Johnson elected. Mr. Johnson is on the staff of T. McAvity & Sons, Ltd., and has been an enthusiastic supporter of the association, taking many active parts. The managing committee is as follows, each being a representative of the staff of the different St. John hardware stores:—J. Henderson, H. Murphy, W. O. Bagnell, R. McKenzie, E. H. Marshall, T. A. Graham, G. Logue, W. Dixon, J. Walsh and A. Baxter.

The association decided to hold a big bean supper and skating party in the near future.

Favor Daylight Saving

The association went on record as being strongly in favor of daylight saving as carried out last year and urged that the city council should be impressed with the necessity of taking up the matter in good time.

Pexto Annual Sales Convention

Southington, Conn.—Members of the sales force of the Peck, Stow & Wilcox Company, together with the executives, met in Southington on the occasion of their annual sales meeting, which was from all standpoints a great success. Unusual interest and enthusiasm was in evidence. Pertinent subjects were discussed and company policies carefully reviewed. The entire selling organization, while appreciating present conditions, expressed optimism concerning the immediate future. At the close of the meeting a very enjoyable banquet was tendered locally to the salesmen, executives and other guests, and repartee was the order of the evening.

More Aggressive Selling Needed

Sales Staff of Steel Co. of Canada, in Convention—Present Market in Favor of Buyer—Better Trade Expected Soon

THE ninth annual sales conference of the Steel Co. of Canada was held at Montreal on January 13, 14 and 15, the sessions taking place at the Windsor Hotel. The gathering was representative of the entire organization, and a number of the executives and factory heads were also there, including the works manager and superintendents from the plants at Montreal, Brantford, Hamilton, Toronto and Belleville.

The Thursday morning gathering was largely of the get-together order, when the incoming visitors were welcomed by the committee in charge. Mr. Robert Hobson, president of the Steel Co. of Canada, presided at this gathering, assisted by Mr. R. H. McMaster, vice-president, both of them dealing with several matters of interest to the company. The secretary-treasurer, Mr. H. H. Champ, went extensively into figures dealing with the sales of the organization, and also with the exchange rate during the year 1920, pointing out that the average against Canadian money during that period had been 13 per cent. One point was brought out that was of special interest, and which by the way reflected no small credit on the collection department and the sales force, viz., that the losses through non-payments of accounts had amounted to only a small fraction of one per cent.

Mr. Lloyd Harris, a director of the company, was also one of the speakers at this session, having only a day or so before attended a meeting of the automobile manufacturers in Detroit, where the whole position had been thoroughly discussed. Mr. Harris made it clear that there was need for more aggressive selling now than for some time past. For a long time everything had been in favor of the seller, the real salesmanship had been allowed to lapse in many cases. The market was in favor of the buyer now, and salesmen ought to adjust themselves to these changed conditions. The meeting in Detroit had felt that things were definitely on the mend now, although the start might have to be made in a small way, but a better buying movement was looked for, and it should take on definite form early in April, and perhaps in some measure before.

The sales conferences themselves were presided over by Mr. H. T. Diplock, eastern sales manager, Montreal, and Mr. George Spence, western sales manager, Hamilton, able assistance being given by Mr. D. J. Black, assistant sales manager at Montreal, and Mr. Charles E. Harrison, assistant sales manager at Hamilton. Reports given by a number of the men from various parts of the Dominion dealt with many phases of trade and problems of salesmanship. The consensus of opinion was that trade was going to be better early in the year. Stocks in nearly every centre are low, and manufacturing concerns are not putting in their accustomed supplies of raw material, so when business does start to move there will be purchasing done on a fairly good basis.

Some of those who are accustomed to be present at the sales conferences, but who were not able to be there this year, through various causes, were Charles S. Wilcox, chairman of the Board of Directors, Cyrus A. Birge, one of the directors, George A. Simpson, special representative, Hamilton, Thomas Moore, assistant sales manager, Hamilton, and D. B. McCoy, of Vancouver.

The annual banquet at the Canada Club proved to be a thoroughly enjoyable affair, and the entire company stands ready to vote Mr. Hobson the one and only chairman for such an occasion. The toast to "our officers" was proposed by J. Orr Callaghan, works manager of the Canada Works, Hamilton, the response being given by Mr. Robert Hobson, president, Mr. R. H. McMaster, and Mr. H. H. Champ. "Our works," was responded to by Mr. Jaquays, works managed at Montreal, and Mr. R. G. Wells, works manager at Hamilton, also superintendents McEwen and John L. Smith of Hamilton, and Flaherty and Johnson of Montreal. "The Sales Organization" drew responses from Messrs. Spence and Diplock, sales managers of west and east respectively, Fred Perego and Stuart Kell. One of the most impressive incidents of the gathering was the response by Mr. Fesserton, of Montreal, to the toast of the "Visitors." Mr. Fesserton, who has retired from active life, was for fifty years connected with the Steel Co. of Canada and its predecessor, the Montreal Rolling Mills, which was taken in at the time of the amalgamation. Mr. Hobson issued a special invitation to him to be present at the banquet in Hamton next year to the sales force.

The committee in charge of the conference and banquet earned the thanks of the whole organization. They attended to every detail and left nothing undone that would make the affair a success. They were Messrs. H. T. Diplock, D. J. Black, A. Y. Paxton, S. N. Colcomb and E. M. Russell. About 150 attended the conference.

The Steel Poet Sings

The Steel Co. of Canada harbors in its Montreal branch a bit of a poet, in the person of H. E. Skeats. On top of the menu card used at the banquet of the sales organization were several verses from Mr. Skeat's quill.

Looking back over the restricted diets of war years the Montrealer lifts his voice and chants thusly:—

Good evening, gentlemen—take your seats,
And run your eye o'er this list of eats,
Food censors have vanished in ambient air,
So hew your way through the bill of fare,
Nor trouble yourselves with the awful thought
That you're putting away what you didn't ought!

I suppose you remember the days gone by
When on bacon, and butter, and beef you were shy,
When you dare not consume a succulent steak!
For fear that a Food Commandment you'd break
When the grub you ate, as it sank to rest,
Seemed to your sensitive souls to protest
That you had no right to devour, by gee,
The food that should nourish a refugee!

Hockey Match

On the evening of the banquet a fast and furious hockey match took place between the Steel Company of Canada team and the team of the Sherwin Williams Co., the former winning out with a score of 4-0. President Robert Hobson, of the Steel Company of Canada, in congratulating President Bean, of the Steel Company hickey team, jocularly remarked, "Sherwin Williams may cover the earth, but we put it all over them."

Winners of Geneva Cutlery Co.

The Manville Hardware Company of Prince Albert, Sask., were the Canadian prize winners in the recent window display contest held by the Geneva Cutlery Corp., and the prize window was dressed by L. K. Bradbury. Other Canadian prize winners were: The Sarnia Hardware Co., of Sarnia, Ont., and a window trimmed by A. E. Stephens, of the J. H. Ashdown Hardware Company of Calgary, was also among the prize winners.

Large Imports to U. K. of Canadian Safety Razors

Canada's exports of hardware and cutlery to the United Kingdom are not very extensive, comparatively, except in the case of safety razors (including blades and blanks), in which the Canadian product stood a close second to the United States. During November Canadian exports of this product numbered 1014 doz., valued at £8,350. In cutlery,

New Official of Leslie Tinware Co.

OTTAWA, Ont.—Walter Brown, late manager in Ottawa for the Swift Canadian Company, is now associated with The Leslie Tinware Co. of this city in the position of secretary-treasurer and sales manager.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of January 26, 1901:

"No retiring president of the Toronto Board of Trade—for a great many years at any rate—is more deserving of commendation than Mr. A. E. Kemp, M.P., the senior member of The Kemp Manufacturing Co." (Sheet Metal Products Co., Toronto).

* * *

"One of the four men appointed to the Upper House (Senate) during the past week was Mr. A. T. Wood, of the wholesale hardware firm of Wood, Vallance & Co., Hamilton, and one of the founders of the Dominion Board of Trade."

* * *

"At the last regular meeting of the Executive Committee of the Canadian Manufacturers' Association, Mr. Geo. H. Hees, of the firm of Geo. H. Hees, Son & Co., Toronto, and chairman of the Tariff Committee of the Association, introduced for discussion, the advisability of urging upon the Government the appointment of a Trade Commissioner for England."

* * *

"Seybold & Sons, wholesale hardware dealers, Montreal, suffered in the worst fire that has ever visited the city."

* * *

"An article on the relation of advertising to the cost of goods, written for Hardware and Metal by Walter H. Cottingham, President Sherwin-Williams Co., states the following truths:—"Good advertising does not make goods more expensive. Good advertising will lower the cost of doing business and if it does not do this it is not good advertising. We are often accused of making our prices high on account of our advertising. The fact is, if we did not do so much advertising and do it so well our prices would have to be higher."

* * *

"The death of Her Majesty Queen Victoria, and the accession of King Edward VII, are events that the commercial world cannot regard with indifference. The Queen's personality inspired much of the vigor and enthusiasm by means of which British trade and dominions have been extended since 1837."

Favorable Points in Industrial Outlook

A NUMBER of expressions of opinion concerning the industrial outlook have been made recently by officials of foremost Canadian companies. Some encouragement is given in some of these statements:—

President Robert Hobson of the Steel Company of Canada says: "If Labor becomes settled, particularly in the building trades, I look for a good revival of business in the spring of 1921, but if Labor leaders still continue to stir up strife between the employees and employers, it will certainly cause the revival of business to be postponed."

Vice-President A. Whyte of the Canadian Car & Foundry Company says: "So far as the iron and steel trades are concerned, the future is encouraging, in view of the admitted shortage of equipment of all kinds on the Canadian railways. Financial conditions may delay the placing of orders for a time, but it is felt that within the next two or three months these obstacles will be removed."

"The steel situation," says W. J. McKay of the Dominion Iron & Steel Company, "to us looks better and brighter than any of the other trades, and it is just a matter of sitting tight for another month or so."

"We look forward to excellent business in 1921," saye James L. Acker of the National Steel Car Corporation, Hamilton. "Our production will be increased, but we anticipate no difficulty in disposing of our additional output. Inquiries and orders keep coming in, and everything indicates that the country's buying power is more than sufficient to take care of the products of Canadian truck manufacturers for 1921."

Expect Big Roofing Trade

Manufacturers Looking Forward to Active Year—Prices Said to be at Lowest Levels—Resumption of Building Expected

"THE roofing industries today are experiencing a dull period, due perhaps to two main reasons, namely, the season of the year and the mental depression of the buying public. This period is expected to a certain extent each year; however, 1921 is perhaps exceptionally dull, due as stated to the latter cause," said Herbert Kennedy, general manager Standard Paint Co. of Canada, Ltd., to Hardware and Metal.

"We are not, however, expecting this quiet period to last for any great length of time, but rather are looking forward to one of our largest turnovers in the coming year," he added.

"Roofing at the commencement of the new year shows a decline to prices which we are fully convinced are at the lowest level that can possibly be reached for some time. Advances are more in line, we believe, than further declines. By reducing prices we will gain the confidence of the buying public, which is really needed today. I am informed that other manufacturers are doing this, and I join wholeheartedly with them and feel satisfied the outcome will be favorably realized by us. If we put our products on the market at present at a reduction, which we know in our own minds is the lowest possible, and find it necessary in the future to advance them, then the buying public will realize that the manufacturers are behind them.

Rags Are Reduced

"Rags, which are used most extensively in the making of our lines, are the only commodity that shows a reduction in prices. Asphaltum, the other leading raw material used by us, has advanced very considerably over last year's contract prices. Wages are as high as ever, although a standard of efficiency has been reached that helps us to determine a lower cost of production.

"Dealing with our own products, I believe roofing and felt products will be in great demand before many weeks pass. We look for the building trade to revive very extensively, and we know stocks are low in the warehouses. Some large jobbing houses are carrying not over twenty-five squares in stock; others, smaller, are without a stock completely."

When asked if their stock now on hand could meet a large demand, Mr. Kennedy stated their stocks were in fairly good condition, that during the quiet period a close observance was given the source of supply and quality and quantity were both ready for movement.

ASK STANDARD FOR GASOLINE

"Motor drivers tell me that the gasoline sold now is very inferior," said Coroner J. A. C. Evans, of Toronto, in reporting an inquest into a death caused by asphyxiation from gasoline fumes. "Considering the very extra and exorbitant price we pay for gasoline, the Government should see that we get as pure gasoline as it is possible to obtain. Impure gasoline is also stated to be far more dangerous in regard to fumes than the pure product. The Government is very lax. When we pay 45 cents a gallon for gasoline we should get pure gasoline. The Government should bring in a law to make gasoline sold conform to a standard purity."

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"DURO" ALUMINUM FRY PANS

W. D. Shambrook & Co., Hamilton, Ont., manufacturers of the "Duro" line of aluminum ware, have added to their line of cooking utensils a heavy sheet



No. 133 Duro Fry Pan

aluminum fry pan made in two styles. No. 133 has cool steel handle, outside top diameter is 9¼ inches, bottom diameter 7 inch, and depth 1¾ inches.



No. 134 Duro Fry Pan

No. 134 is the same size, but made in a heavier weight and has an ebonized wood socket handle. Both are polished finish inside and out.

EMPIRE HOSE NOZZLE

The Empire Brass Mfg. Co., London, Ont., and Toronto, are offering to the trade a Canadian-made brass hose nozzle. This nozzle, No. A-1981, is claimed by the makers to be of the same standard of quality as other Empire products, and to be of the highest finish and designed to give maximum service.



Empire Hose Nozzle and Coupling

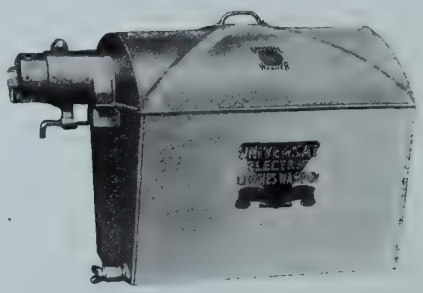
The nozzle can be readily adjusted, it is stated, from a misty spray to a coarse one and then to a solid stream. Empire products can be obtained from the wholesalers or direct from the manufacturers.

UNIVERSAL ELECTRIC CLOTHES WASHER

The Universal Utilities Corporation, Alpena, Michigan, have brought out an electric clothes washer for which they claim several advantages.

It is said to have only four moving parts—all fully protected. There is no wood—every part is metal, and the tub and cover is constructed of Armco rustless galvanized iron. The cylinder revolves one way and is made of zinc with galvanized steel ends. There are no belts, chains or sprockets to break or get out of order.

It is claimed that the Universal washer will run on any kind of electric current and a specially wound motor is supplied that will operate from any 32 volt private farm lighting plant.



Universal Washer

A sliding adjustable extension arm enables the washer to be used in any stationary laundry tub, or it will operate, it is claimed, just as well in a bath tub. It can also be placed on a gas plate or gas range, doing away with the necessity of a separate boiler. Another advantage claimed for it in small flats is that when not in use it can be put under a table, in a closet or under the kitchen sink.

The capacity is stated to be six sheets or their equivalent, and cost is said to be within the reach of all.

WODACK PORTABLE ELECTRIC DRILL

The Wodack Electric Tool Corporation, 23-27 Jefferson avenue, Chicago, Ill., are offering to the Canadian trade a portable electric drill and grinder, for which they claim special features.

The motors of their own design and manufacture are said to be self-adjustable in speed to the size of the bits used. The switch located in the top handle and operated with the palm of the hand is of the make and break type. As pressure is released switch shuts off current, thus avoiding drills running empty and ensuring operator having full control. The gears are of chrome nickel steel and motor windings are protected from injury by liquid tight grease compartments.



Wodack Grinder

It is claimed that drills cannot be stalled when driven at their rated capacity. They are made in 4 sizes, and the ⅝ in. size is made in two speeds.



Wodack Drill

WODACK PORTABLE GRINDER

The grinder is designed for smoothing down castings, also for buffing and polishing. The motor is completely enclosed and is fan cooled. It is furnished with 10 feet of cord and an emery wheel size 4 x 1 x ¾ in.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

SIGNS are not lacking that the hardware business is acquiring a better tone. Orders are coming forward from the trade in larger number, though for small quantities, indicating careful buying for sorting stock. Steel prices are firm and there is thought to be little chance of any break, in fact a buying movement on a broad scale might cause a stiffening of prices. Pig iron has declined but buying has not been stimulated above immediate requirements. The non-ferrous metals are dull, with tin and spleter showing weakness.

Lower prices are quoted this week on rope, wrought butts and staples, strap and tee hinges, shelf brackets, axle grease, cup grease, conductor pipe, eavetrough, ridge roll, conductor elbows, cotton waste, cotton twine, sulphite sheathing, wrapping paper, grub hoes, mechanics' vises, pipe fittings, metallic shingles, sidings, ceilings, garages, culverts, roofing, etc. Galvanized sheets are easier in tone. The glass market is unsettled, with lower prices offered.

The paint trade will soon become active, and manufacturers, from present indications, are satisfied that the prospects are for good business early in the year. Paint prices remain firm.

Montreal Markets

MONTREAL, January 20.—Price reductions are again noted this week on several lines; although not great in most instances, it shows that hardware commodities are on a downward trend in a gradual movement, as predicted in Hardware and Metal in recent issues. Cotton twine is again reduced, sulphite sheathing, and wrapping paper are also on new lower levels. Revisions are made on vacuum and carpet sweepers, but no reduction is evident. Crowbars, clay picks, grub hoes and mechanics' vises are now lower. Metals, sheets, iron and steel are very dull, with no change in price. Pipe fittings show some reductions. Metallic shingles, sidings, ceilings, garages, culverts, roofing, etc., are reduced.

Cotton Twine Again Reduced

Montreal.

WRAPPING TWINE. — New prices are again quoted this week on cotton wrapping twine with a reduction of 3 cents under last quotations. Prices now quoted are: 3 ply in balls, 47 cents lb.; in cones, 44 cents lb.

Sulphite Sheathing Reduced $1 Per 100 Lbs.

Montreal.

SULPHITE SHEATHING.—Sulphite sheathing is now being quoted at $8.75 per 100 pounds, a reduction of $1 on previous prices.

Revised Prices on Vacuum Sweepers

Montreal.

VACUUM SWEEPERS.—New revised prices are now out on vacuum sweepers. "Grand Rapids" is now selling at $106, and "Superban" at $120.

Carpet Sweepers Are Also Revised

Montreal.

CARPET SWEEPERS.—These lines also come under the revision list this week, but no lower levels are shown. Present prices are as follows:

Grand Rapids, japd., $50 doz., nickeled, $55; Parlor Queen, $62; Universal, japd., $48; nickeled. $53; Princess, $57; Champion, $45 doz.

Clay Picks Showing Decline

Montreal.

CLAY PICKS.—A decline of $1 dozen is reported on clay picks this week and new quotations are as follows: 5 to 6 pound, $11.50 dozen; 6 to 7 pound, $12.50 dozen; 7 to 8 pounds, $13.50 dozen.

Kraft Paper Now 15 Cents a Pound

Montreal.

WRAPPING PAPER.—Present quotation on kraft wrapping paper is 15 cents per pound.

Expansive Bits Show Reduction

Montreal.

EXPANSIVE BITS.—Clark's expansive bits are reduced in price. No. 1 is now selling at $26 a dozen and No. 2 at $37.20 a dozen.

Machinists' Vises Are Quoted Down

Montreal.

VISES.—Although the new quotations were not available at time of going to press, it was stated today that a reduction had been made and prices will be quoted next week on machinists' vises.

Revised Prices on Shelf Hardware

Montreal.

SHELF HARDWARE.—Revised price lists are now in the hands of the trade from the Canada Steel Goods Co., Ltd., and Taylor-Forbes Co., Ltd., and show changes in prices of shelf goods. A reduction of approximately 5 per cent. is quoted on these lines.

Decline Noticed in Grub Hoes

Montreal.

GRUB HOES.—A reduction is quoted on grub hoes and present prices are as follows: 3 lb., $10.50 dozen; 3½ lb., $11 dozen.

Scrap Metals Continue Dull

Montreal.

WASTE MATERIALS.—The market on waste materials can best be described as being in a rather stagnant condition for the last two months. Although a

slight firming up would be reported one week, the next would show an easier tendency, prices fluctuating on the same lines. Today a local dealer states that a few more enquiries are being made and it is probable that an improvement may be looked for.

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Sheets and Plates Still Remain Dull

Montreal.

SHEETS AND PLATES.—There is nothing new to report in sheets and plates. There is practically no movement and prices remain unchanged.

BLACK SHEETS—	
10 gauge	8 45
12 gauge	8 50
14 gauge	9 05
16 gauge	9 15
18-20 gauge	9 20
22-24 gauge	9 25
26 gauge	9 35
28 gauge	9 45
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 75
22 to 24 gauge	12 75
26 gauge	12 75
28 gauge	12 25
20 gauge	12 25
18 gauge	12 25
16 gauge	12 25
14 gauge	12 25
12 gauge	12 25

English Standard -	Queen Head	Fleur-de-Lis
28 gauge	13 00	12 00
26 gauge	12 75	11 75
24 gauge	12 15	11 35
22 gauge	11 80	10 90
18 and 20 gauge	11 10	10 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Corrugated Sheets Register Decline

Montreal.

CORRUGATED SHEETS. — In line with other galvanized products, corrugated sheets show a reduction in price this week. The reduction on these is about the same as on the other lines, namely, 10 per cent. There is practically no movement at present. However, this is considered seasonable.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 71½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Iron and Steel Prices Hold

Montreal.

IRON AND STEEL.—Business continues to be quiet on iron and steel, wholesalers reporting that very few sales are being made. Prices remain as previously quoted.

IRON AND STEEL

Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steed in scroll bdles. 50c per 100 lbs. extra.

Some Changes in Fittings

Montreal.

FITTINGS.—Revisions are made in the price of fittings this week and lower levels are reached on some lines. Jobbers report the sales light on these lines, though considered seasonable. Prices are as follows:

	Less
Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Season Practically Over for Heating Stoves and Ranges

Montreal.

STOVES AND RANGES.—The season for stoves and ranges being well advanced is having its effect on sales, and a very slow movement is in evidence. Some stove foundries are now closed for the period of stocktaking.

10% Reduction on Metal Roofing, Siding, Shingles

Montreal.

SHEET METAL PRODUCTS. — New lower prices, effective from January 5th, 1921, are shown on metal shingles, sidings, corrugated iron, tiles, roofing, corner beads, crestings, cornices, culverts, well curbing, flumes, silo covers and garages. Also on inside metal ceiling and wall material.

Oil and Gasoline Remain Firm

Montreal.

COAL OIL AND GASOLINE.—Local prices are still holding on oil and gasoline. The demand continues fair and seasonable. Quotations are 29 cents for coal oil, and 43½ cents for gasoline.

Fuel Oil Remains Unchanged

Montreal.

FUEL OIL.—Local prices on fuel oil are unchanged, quotations being: $14.40 bbl. in tank car lots, with 2c added per gal. in barrels. Although it was reported from the Pacific coast that steamship operators could not get their fuel oil contracts renewed for 1921 on account of shortage, it is now understood that all contracts have been renewed.

Lower Prices Lubricating Oils, Greases, Etc., Likely

Montreal.

OILS AND GREASES—Following the reduction of crude oil, which went into effect last week, a decline in the price of lubricating oils, greases, etc., is looked for at a very early date.

Lower Prices Quoted on Rope

Montreal.

ROPE.—Pure Manila, Beaver manila, New Zealand hemp, sisal and lathyarn are all affected this week by the lower prices coming out. It is probable this is the result of manufacturers of Canadian rope wanting to help stimulate a stronger home market for their products. Export trade is hampered to a great extent by exchange rates; this, as explained by one large manufacturer, had its effect on raw materials from the United States.

Pure manila shows a reduction of 3½ cents, Beaver manila and New Zealand 2 cents, sisal and lathyarn 2 cents on base prices.

New quotations are as follows:

Pure Manila, 26c lb. base; Beaver or New Zealand, 21c base; Sisal and Lathyarn. 19c base.

Zinc Sheets Show a Little Lower Price

Montreal.

LEAD PRODUCTS.—The demand for lead products continues very normal, considering the season of the year. Leads and solders remain unchanged in price, but zinc sheets are quoted one cent lower. Present quotations are as follows:

Lead pipe	0 13½
Lead waste	0 14½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 29½
Do., strictly, lb.	0 27½
Do., commercial, lb.	0 24½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 30
45-55	0 31¾
50-50	0 33¾
Zinc sheets, casks	0 14½
Do., broken lots	0 15½

Crow Bars Now Selling at $10.50 Per Cwt.

Montreal.

CROW BARS.—These goods show a reduction this week and are now quoted at $10.50 per 100 pounds.

Slump Affects Different Metals

Montreal.

INGOT METALS.—The feature of the metal market this week is the big slump on the London market, this affecting

practically all metals, although more effective on tin where it dropped £20 in two days.

TIN.—The big slump in London, as stated, has had its effect on tin, rendering it very unsettled at present. No special reason can be given locally for this decline. Local price is 42 cents.

COPPER.—In sympathy with tin, copper has eased off in London. However, in New York it has held up pretty well. Situation here is unchanged and prices are 19½ cents on electro and 19 cents on casting.

LEAD.—Lead has held fairly steady this week and shows no sign of weakness as in other metals. Local price is 7½ cents.

SPELTER.—Spelter has declined several pounds in London. It is also easier in the States. The demand is very light. Price 8 cents.

ANTIMONY.—This metal shows a little firmer and the demand is improving. Price unchanged at 8½ cents.

ALUMINUM.—Aluminum shows a little easier this week. Price now quoted is 34½ cents.

Toronto Markets

TORONTO, Jan. 20.—The outstanding feature of the week is the decline in the price of rope. This is the fourth decline in four months, and is the largest one in amount.

Other reductions include wrought steel butts and strap and tee hinges, shelf brackets and staples. Lower quotations are made on steam cylinder oil and axle grease and cup grease. Reductions have been made in cotton waste prices.

Bar iron and steel are unchanged, but the smaller sizes are back at the same differential as formerly. Galvanized sheets are easier and the tendency is lower. Wrought pipe is unchanged, but a new list is out to cover freight changes.

Although orders are generally on the small side and apparently show that a careful buying is in progress, wholesalers report that results so far during the new year have been up to expectations.

Rope Prices Again Decline

Toronto.

ROPE.—A further reduction, dating from January 14th, has been made on rope, and pure manila is down 3½ cents per pound; Beaver manila and New Zealand hemp two cents; and sisal and lath yarn two cents.

It is interesting to note the gradual decline on this product. There have been four changes in rope quotations during the past four months. Pure manila was quoted at 35½ cents during this last summer, and at the beginning of October a reduction of 2 cents was made to be followed by one of 2½ cents on November 13th. On December 9th a further decline of 1½ cents took place, and now another 3½ cents has been taken off, making in all a reduction of 27 per cent. since last September.

Pure Manila, basis	0 26
Beaver Manila, basis	0 21
New Zealand hemp, basis	0 21
Sisal, basis	0 19

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for small sizes: ⅝ in., 1½c; 9-16 to 7-16 in., inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn, basis	0 19
Double lath yarn	0 19½

Smaller Sizes of Bars On Old Basis

Toronto.

BAR IRON AND STEEL.—There is not much change in bar iron and steel during the past week, but the 3/16 inch, and lighter are reduced 25 cents, making the differential 50 cents and leaving it as it was before the last reduction in base prices.

The demand is still light and little improvement is expected for a week or two. In eastern U.S. markets new business continues light, and the output this month is likely to be less than December, it is stated. A comparison of American prices with those of 1915 shows pig iron at 130% advance, but also shows coke at 178% advance and wages 130% higher. Present quotations are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	7 50

Pipe Quotations Hold Unchanged

Toronto.

WROUGHT PIPE.—Pipe seems to be a commodity that there is still a good demand for. Smaller sizes are showing a little improvement, but could be better yet.

Reports from U.S. markets indicate that unfilled orders will keep the pipe mills operating well into the spring months.

A new list, No. 48, was issued, effective Jan. 3rd 1921, on account of change in freight rates, but prices remain unaltered and will be found on current market quotation pages.

New Lists and Discounts On Eavestrough

Toronto.

EAVESTROUGH.—As announced in last week's issue of Hardware & Metal new lists on eavestrough have been printed and the new prices show a reduction of from 17 to 18 per cent. according to size.

Prices of new list are higher than old list, but instead of being plus 25 per cent., the new discount is 50 and 10 per cent. off list. New quotations are as follows:

EAVESTROUGH—O.G. Square head and half round.—8-in. girth, List, $15.90 per 100 ft.; 10-in, $17.70; 12-in., $21.20; 15-in., $28.80; 18-in., $36.50.

Less 50/10 per cent.

Conductor Pipe Shows Reduction

Toronto.

CONDUCTOR PIPE.—New lists issued for conductor pipe show a reduction of 17 per cent. and plain round corrugated pipe is now quoted at 50 and 10 per cent. off new list. Old prices were plus 25 on old list. Following are new quotations:

CONDUCTOR PIPE—Plain round or corrugated—per 100 feet, in 10-ft. lengths: 2-in., list, $18.40; 3-in., $22.30; 4-in., $29.60; 5-in., $40; 6-in., $49.

Less 50/10 per cent.

Lower Quotations On Conductor Elbows

Toronto.

CONDUCTOR ELBOWS.—New lists are out on conductor elbows, and show a decline of approximately from 5 to 10 per cent.

The discount is now 50 per cent. off new list.

New prices are as follows on plain, ribbed and corrugated elbows:

CONDUCTOR ELBOWS—2-inch, $5.25; 3-inch, $6; 4-inch, $10.50; 5-inch, $24; 6-inch, $29.

Less 50 per cent.

Manila Clothes Lines Are Reduced

Toronto.

MANILA CLOTHES LINES.—A reduction of nearly 17 per cent. has been made in the price of manila clothes lines, and the 50 foot are now being quoted at $3.75 per dozen instead of $4.50.

10 *Per Cent. Decline In Cast Shears*

Toronto.

CAST SHEARS.—There is a decline of about 10 per cent. in the price of some lines of cast shears.

Some Lines Aluminum Ware Reduced

Toronto.

ALUMINUM WARE.—A reduction of approximately 20 per cent. has been

made in the Viko line of aluminum ware. Some other makes of aluminum ware are reported to be lowered in prices of many of the articles made, but tea kettles and tea and coffee pots are said to be slightly higher in price.

Lead Prices Are Holding at Changes

Toronto.

LEAD PRODUCTS.—Prices are holding unchanged on lead and zinc products this week, and no quotable changes are reported. Business is said to be keeping up fairly well in these lines. The primary markets in lead and zinc are reported to be inclined towards a firmer tone, but it is believed to be a temporary flurry and little change is expected so long as the big buyers remain out of the market.

The following are quotations on these lines:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24¼
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Strap and Tee Hinges Are Lower

Toronto.

STRAP AND TEE HINGES.—There has been a decline in the prices of strap and tee hinges and also screw and strap, and the new quotations are about 10 per cent. lower. The list is now less 5 per cent.

Wrought Steel Butts Decline in Price

Toronto.

WROUGHT BUTTS. A reduction of approximately 10 per cent. has been made on wrought steel butts. This affects all numbers of steel butt hinges and includes the following: Nos. 838, 840, 802 are now net list; No. 800 5% advance on list; Nos. 810, 814 plus 25 per cent.

Nail Prices Hold: Supplies Improved

Toronto.

NAILS.—Prices continue to hold on nails, and business remains light at present. Supplies are stated to be improved, but stocks on the whole are below the average.

Quotations on wire nails are $5.75 base, and cut nails $7.30 base.

No Changes on Gasoline or Oil

Toronto.

COAL OIL AND GASOLINE.—Prices are holding unchanged on coal oil and gasoline. There is a fair demand it is reported for the season of the year. Quotations are 28 to 31 cents per gallon for oil, and 42 cents for motor grade gasoline.

Steam Cylinder Oil Down Six Cents

Toronto.

CAPITOL CYLINDER OIL.—A reduction of six cents per gallon has been made this week in the price of Capitol cylinder oil, and the new quotation is $0.92.10 less 15%.

Axle Grease Prices Are Lower

Toronto.

AXLE GREASE.—New lower quotations are made this week on Mica axle grease, and prices are from one to one and a half cent per pound lower.

Following are the new quotations:

MICA AXLE GREASE

Per case of 48 1-lbs., list	$8 95
Per case of 24 3-lbs.,	11 05
Per case of 12 5-lbs.	9 25
Per 25-lb. pail	4 25

List, less 15 per cent.

LIGHT AND DARK DIAMOND AXEL GREASE

Per case of 48 1 lbs., list,	$ 8 25
15-lb. pail	2 00
25-lb. pail	3 05

List, less 15 per cent.

Cup Grease is Quoted Lower

Toronto.

CUP GREASE.—Reductions of approximately one cent per pound have been made in prices of cup grease and following are the new quotations.

ARCTIC CUP GREASE. NO. 3

Per case of 36 ones (1 lb.), list	$ 7 85
Per case of 12 fives (5 lbs.)	10 65
Per 25-lb. pail	4 45

List less 15 per cent.

Cotton Waste Prices Are Lower

Toronto.

COTTON WASTE.—New lists are being issued on cotton waste, and show a reduction of about 1½ cents per pound on most grades.

Pipe Fittings Show Some Reductions

Toronto.

PIPE FITTINGS.—Some further reductions are shown in pipe fittings, and Class A goods are now quoted at 60 cents, and galvanized at 75 cents.

Other declines are as noted last week. Fair sales are reported for the season of the year in fittings, and stocks are in good shape again.

Quotations are as under:

Cast iron fittings	10%
Plugs	22½%
Bushings	25%
Unions ¼-in. to 2-in.	37½%
Do., ¼ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 24	0 34
Class C.	0 16	0 24

Compression Goods are Holding Unchanged

Toronto.

COMPRESSION GOODS.—No changes are announced in prices of compression goods and sales are seasonably light. The tendency seems to be downwards on brass goods, and prices on American markets have declined recently on many of these lines it is reported.

Following are quotations:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	5%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins Globe	10%
Standard gate	list plus 5%
Jenkins Globe	10%
Radiator valves, standard	23%

Corrugated Sheets Hold At Recent Change

Toronto.

CORRUGATED SHEETS. — These goods are now on a new lower basis as announced last week. Sales are light at present it is stated, and dealers do not expect much change during the next few weeks.

Following are new quotations:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

50 cents per square extra for one inch corrugation.

Sheets Show an Easier Tendency

Toronto.

SHEETS AND PATES.—Business is reported to be quiet on sheets and plates. Prices are nominally unchanged, but some easier quotations are made, although some are of the opinion that lower quotations will not result in any more business at the present.

Reports from Pittsburgh show that many of the sheet mills are closed down while others are only operating three days a week. Buyers, it is said are not satisfied that bottom has been reached in mill prices and are waiting before going into the market.

IMPORTED—NOT CANADIAN FILES —ADVANCED IN 1920

In the review of hardware price tendencies during 1920, as appearing in January 1 issue of Hardware & Metal, it was stated that files had advanced 11 per cent. during the year. This should have mentioned imported files, in view of the fact that Canadian files underwent no change during 1920.

Quotations are as follows:

PLATES		
10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....
BLACK SHEETS		
14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 45
22-24 gauge	8 50	9 50
26 gauge	8 55	9 55..
28 gauge	8 65	9 65

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo
10¾ oz.	9 90 11 30	9 70 11 35
U.S. 28	9 50 10 90	9 40 11 05
U.S. 26	9 20 10 60	9 10 10 70
22 and 24	9 05 10 45	8 95 10 60
18 and 20	8 90 10 30	8 80 10 45
16	8 90 10 30	8 80 10 45
12 and 14	8 75 10 15	8 65 10 30

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Little Change in Waste Materials

Toronto.

WASTE MATERIALS.—Although a better feeling prevails the markets do not show any improvement. There is only a small movement of steel and iron scrap and prices are holding fairly. In non-ferrous metals the situation remains the same.

Prices are nominally as below:

WASTE MATERIAL	
No. 2 busheling	$13 00
Stove plate, per ton	19 00 20 00
Yellow brass	6 00 7 00
Red Brass	10 00
No. 1 machinery cast	24 00 25 00
Heavy melting steel	15 00 16 00
Heavy copper	10 50 11 50
Heavy copper	0 11½ 0 12½
Scrap zinc	4 00 4 50
Light brass	4 00 4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50 14 50
Scrap pipe	8 00 9 00
Heavy lead pipe	4 00 4 50
Old rubbers, boots and shoes	2 00 3 00
Overseas lumbermen's rubber boots	1 50 2 00
Bicycle tires	0 01 0 01½
Tea lead	2 00 2 25
Automobile tires	0 75 1 00

Door Hangers and Track Reduced 10 Per Cent.

Toronto.

DOOR HANGERS AND TRACK.—A reduction of approximately 10 per cent. has been made on the prices of door hangers and track made by the N. Slater Co., Ltd., manufacturers of the Allith line.

Shelf Hardware; Revisions Made

Toronto.

SHELF HARDWARE. — Revisions have been made in the prices of shelf brackets, butts and hinges, hasps and staples and other lines of shelf hardware and new price lists just issued show some small reductions.

Ingot Metals Remain Dull: Tin is Shaded

Toronto.

INGOT METALS.—There is a pronounced weakness in all metals this week. Tin and spelter are showing lower levels and copper and lead are credited with a slight improvement. Aluminum markets are a little easier. The demand for metals continues light.

TIN.—The market has been erratic in tin this past week or so and prices have dropped back again.

On English markets there was a break of £10 on spot, but little buying, and the feeling prevails that the future trend in the market will bring prices down to lower levels.

Quotations here are made at 47 cents.

COPPER.—Quotations are unchanged on copper, and seemingly the metal cannot recover from the depression. Inquiries are said to be few.

Prices are held unchanged at 19 cents for casting copper.

LEAD.—This metal is reported as dull and irregular this week, and demand has eased off considerably. It is stated that the large consumers have not as yet come into the market.

Quotations are made at $7.00.

SPELTER.—This is quoted at slightly lower prices, but the market is weak and dull. $7.50 is being quoted locally.

ANTIMONY.—No change is reported in this metal, and quotations are holding at 8 to 9 cents.

ALUMINUM.—This metal shows a little easier tone, but market continues dull with small demand. Prices range from 35 to 37 cents.

SAYS NO LOWER PRICES ON HICKORY HANDLES.

An announcement is made by a number of handle manufacturers that in view of the general expectation of lower prices on hickory handles based on the decline in lumber prices, that such lower prices on handles cannot be looked for. They state that handles, especially in the better grades, are manufactured from selected young second growth hickory, the available supply of which is constantly diminishing each year becomes more expensive and difficult to obtain. Attention is drawn to the growing tendency of the trade to demand an increasing proportion of higher grades, leaving the lower grade stock on the manufacturers' hands, a stock which he is compelled to accept with the high. This low grade material becomes a burden and causes serious loss. The continuation of this condition will, it is said, result in higher prices on high grade handles. It is added that such timbers as maple, ash, oak and rock elm are becoming more difficult to procure as they are not growing as fast as they are being cut down. An ample and well assorted stock is recommended by these manufacturers pointing out that even now there is a shortage of high grade handles and that there will be delay in filling orders later when business activity is increasing.

London Markets

LONDON, Ont., Jan. 20.—The principal changes in prices this week are on rope, pipe fittings and churns which are all lower. Reductions have been made on linseed oil prices also.

Orders during the past week although not very large have been numerous, and business has been better than anticipated for the month. Good collections are reported.

Linseed Oil Drops Seven Cents

London, Ont.

LINSEED OIL.—A reduction has been made this week on linseed oil, and the new prices are 7 cents per gallon less. Quotations are as under:

	Raw.	Boiled.
1 to 2 bbls.	$1 10	$1 13
3 to 5 bbls.	1 09	1 12
6 to 9 bbls	1 07	1 10

Less barrels, add 15c per gallon.

Malleable Pipe Fittings Are Lower

London, Ont.

MALLEABLE PIPE FITTINGS.—Reductions have been made in pipe fitting quotations, and malleables are practically 20 per cent. lower. The new quotations are:

Class A, black, 70 cents lb.; class B,, 26 cents; class C, 17 cents. Class A, galvanized, 80 cents lb.; class B, 36 cents lb.; class C, 26 cents.
UNIONS—List, less 37½ per cent.
BUSHINGS—List, less 22½ per cent.
PLUGS—List, less 20 per cent.
IRON STOP COCKS—List, less 20 per cent.

Turpentine Quotations Show no Change

London, Ont.

TURPENTINE.—Prices have been held unchanged in turpentine, and quotations remain as last week. Sales are light on this product.

Turpentine—	Per Imp. Gal.
1 barrel lots	1 35
2 to 4 barrel lots	1 34
5 gal. lots	1 50

Electric Fans; Quotations for Spring

London, Ont.

ELECTRIC FANS.—The quotations for spring on the Polar Cub electric fan is unchanged and quotations are the following:

POLAR CUB FANS—6-in, one dozen lot, $7 each; less dozen lot, $7.50. 9-in., one doz. lots, $12; less one doz. lot, $12.50.

Rope Prices Reduced Again

London, Ont.

ROPE.—New lower prices are in effect

on rope and the reductions are 3½ cents per pound on pure manila; 2 cents on Beaver manila, and 2 cents on sisal and lath yarn. Following are the new quotations:

Pure Manila, 26 cents lb. ball; Beaver Manila, 21 cents; Sisal, 19 cents; Lath Yarn, 19 cents.

Lower Prices on Barrel Churns

London, Ont.

BARREL CHURNS.—A reduction of about 10 per cent. has been made this week in the prices of barrel churns, and the discount is 10 per cent. off list. Following are the net prices figured at this discount.

No. 0 and 1, $10.80 each; No. 2, $11.70; No. 3, $12.60; No. 4, $11.40; No. 5, $17.10.

S Lead Traps Are Reduced

London, Ont.

S LEAD TRAPS.—New lower prices have been made on S lead traps, and these are now quoted as follows:

1¼-in. short, 58 cents each; 1¼-in., long, $1.12. 1½-in., short, 90 cents each; 1½-in., long, $1.65.

Brass Headed Tacks Are Higher

London, Ont.

BRASS HEADED TACKS. — These goods show a slight advance in price and are quoted at $2.05 per thousand in packages of 50; packages of 100 are $2.00, and in bulk the price is $1.60 per 1,000.

Good Sales Made On Watches

London, Ont.

INGERSOLL WATCHES.—Good sales have been made of late years in hardware stores of watches, and there is a steady and growing demand for Ingersoll make of watches. Quotations on these lines are the following:

Maple Leaf, $2.15 each; Maple Leaf Radiolite, $2.65; Eclipse, $3.15; Eclipse Radiolite, $3.65; Junior, $3.65; Midget Radiolite, $4.15; Wrist Radiolite, $4.40; Waterbury Radiolite, $5.15; 2 in 1 Ingersoll Radiolite, $2.80; Reliance Screw Case, $6.20; Reliance Gold Filled Case, $9.70.

Clay Picks Are Lower; Down One Dollar

London, Ont.

CLAY PICKS.—A reduction has been made in price of clay picks, and the new quotations are $1.00 per dozen lower. Following are new prices:

5/16 lb., $11.50 doz.; 6/7, $12.50; 7/8, $13.50.

Lower Prices For Mattocks

London, Ont.

MATTOCKS.—Pick and cutter mattocks are reduced in price about 50 cents per dozen and are now quoted at $14.00 per dozen.

Grub Hoes Are Reduced in Price

London, Ont.

GRUB HOES.—These goods are down $1.00 per dozen and the new price is $11.00 per dozen.

Crowbars Are Now at $10.50

London, Ont.

CROWBARS.—Lower quotations are in effect on crowbars, and the decline amounts to $1.00 per 100 lbs. These are now quoted at $10.50 per 100 lbs.

Carpenters' Bars Reduced in Price

London, Ont.

CARPENTERS' BARS.—A reduction of 75 cents per dozen has been made in the price of the Canadian make of "goose neck" carpenters' bars, and the new price is $6.50 per dozen.

American Metallic Ammunition Lower

London, Ont.

AMERICAN AMMUNITION. — The new price on Winchester and Savage make of ammunition is plus 22½% on American list. This is a decline due to the removal of the luxury tax.

Spring Prices on Ice Cream Freezers

London, Ont.

ICE CREAM FREEZERS. — Quotations on ice cream freeers for spring delivery show an advance over last year's figures. The new prices are as follows:

Blizzard—2-qt., $4.85 each; 3-qt., $5.70; 4-qt., $7.; 6-qt., $8.75.

Window Glass Unsteady: Seasonable Sales

London, Ont.

WINDOW GLASS.—There is a seasonable sorting up business in window glass. Prices remain unchanged although the market is unsteady and lower prices are expected. Quotations in effect are 30 per cent. off list for single and double diamond, and 40 and 10% off list for cut lights.

Putty Holds Unchanged in Price

London, Ont.

PUTTY.—There has been no change made in putty prices, and sales are light at present. Following are the standard quotations:

Putty—	
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 55
Do., 25-lb. drums	10 80

New Quotations On Cut Nails

London, Ont.

NAILS.—Wire nails are holding at recent decline and are quoted at $5.75 base. Cut nails have recently been reduced 35 cents per keg and are now being quoted at $7.15 per keg base. F.O.B. London.

Weather Strip In Good Demand

London, Ont.

WEATHER STRIP.—A fair demand has been noticed this past week for weather strip, and the Frost King felt strip is quoted at $5.45 per dozen packages.

White Lead Prices Hold At Recent Change

London, Ont.

WHITE LEAD IN OIL.—This commodity is selling at the reduced prices noted last week. Following are quotations:

	Tons	Less tons
Pure, per 100 lbs.	16 95	17 30
Elephant, per 100 lbs.	17 45	17 80

Colder Weather Moves Skates

London, Ont.

SKATES.—There has been a fair demand this week with the colder weather for skates, and the Starr make are selling at 30 per cent. off list.

Brisk Demand for Ash Sifters

London, Ont.

ASH SIFTERS.—The seasonable winter weather has caused a revival in the demand for ash sifters and sales this week have been heavier in these lines. Quotations are being made as follows:

Common Wood Sides, $3 doz.; Banner, $3.65 each; Rocker, No. 1, $6.25 each.

Fair Sales on Wedges: Present Prices

London, Ont.

WEDGES.—Good sales are being made now on saw and splitting wedges and quotations are appended:

SAW WEDGES—¾-lb., 48 cents lb; 1-lb., 36 cents; 1¼1lb., 36 cents; 1½-lb., 36 cents; 1¾-lb., 36 cents.

SPLITTING WEDGES—Truckee pattern, 19 cents lb.; common pattern, 17 cents. lb.

Cross Cut Saws Are Moving

London, Ont.

CROSS CUT SAWS.—These articles are in demand at present and prices are holding firm and unchanged as follows:

Philadelphia Lance, 75 cents ft.; Champion, 75 cents ft. Maple Leaf Lance, Maple Leaf Racer, Maple Leaf Pangburn, Maple Leaf Premier, Simond's, Disston's, 5-ft., $5.80 each; 5½-ft., $6.60 each; 6-ft., $7.55 each.

Spring Prices Sap Pails and Spiles

London, Ont.

SAP BUCKETS AND SPILES.—The following are the prices for spring delivery on sap buckets and sap spiles: 8-qt. I.C. straight pail $26.25 per hundred; 10-qt. I.C. flaring pail $26.25 per hundred: Eureka sap spiles $16.85 per thousand, and $1.75 per hundred in small lots.

Winnipeg Markets

WINNIPEG, Jan. 20.—There appears to be a general downward trend to prices and some of the quotations on hardware lines are lower now than they have been for years.

This week's changes have brought lower prices on carriage and machine bolts, tire, stove, sleigh shoe and plough bolts, coach screws, wrought iron washers, rubber belting strap and tee hinges and also rope. Bar iron and steel and wrought iron pipe are still holding. Sheets are unchanged from last week's decline.

Business is still quiet, but an improvement is expected before very long.

Reduction in Price of Rubber Belting

Winnipeg.

RUBBER BELTING.—The price has been lowered on rubber belting and it is now quoted as follows: Western or Equal, 6 in. and under, 47% off; Lion or Star, over 6 in., 40% off.

Wrought Iron Washers Down in Price

Winnipeg.

WASHERS.—The prices on wrought iron washers have been lowered this week and are as follows:

	Case Lots. Per 100 lbs.	Less.
3-16 inch	$21 10	$21 60
¼ inch	18 58	19 08
5-16 inch	17 46	17 96
⅜ inch	16 20	16 70
7-16 inch	15 22	15 72
½ inch	14 66	15 16
9-16 inch	14 52	15 00
⅝ inch	14 38	14 88
¾ inch	14 24	14 74
⅞ inch	14 10	14 60
1 inch	14 10	14 60
1⅛ inch	14 10	14 60
1¼ inch	14 38	14 88
1⅜ inch	14 38	14 88
1 7-16 inch	14 38	14 88
1½ inch	14 38	14 88

Substantial Reduction in Price of Hinges

Winnipeg.

HINGES.—A reduction has been made this week in the prices of several lines of hinges and are now quoted as follows:

Light Strap—(in bulk)—3 inch, $1.10 doz. prs.; 4 inch, $1.38, 5 inch, $1.60; 6 inch, $1.95; 8 inch, $2.90; 10 inch, $4.05.

Corrugated Strap—(in bulk)—4 inch, $1.70 doz. pairs; 5 inch, $2.20; 6 inch, $3; 8 inch, $4.60; 10 inch, $7; 12 inch, $10.80.

Heavy Strap—(in bulk)—4 inch, $2.15 doz. prs; 5 inch, $2.65; 6 inch, $2.80; 8 inch, $3.85; 10 inch, $6.55; 12 inch, $7.90; 14 inch, $9.40.

Screw Hook and Strap—6 inch, $3.80 doz. pairs; 8 inch, $4.75, 10 inch, $5.95; 12 inch, $6.50; 15 inch, $7; 18 inch, $10.10; 21 inch, $11.45; 24 inch, $14.55.

Light Tee—(in bulk)—3 inch, $1.10 dozen prs.; 4 inch, $1.25; 5 inch, $1.45; 6 inch, $1.75; 8 inch, $2.10; 10 inch, $2.75.

Heavy Tee—(in bulk)—4 inch, $1.90 dozen pairs; 5 inch, $2.25; 6 inch, $2.60; 8 inch, $2.95; 10 inch, $5.15; 12 inch, $8.40; 14 inch, $8.60.

Corrugated Tee,—(in bulk)—4 inch, $2.05 dozen pairs; 5 inch, $2.85; 6 inch, $3.25; 8 inch, $5.55; 10 inch, $8.40.

Linseed Oil Prices Remain Unchanged

Winnipeg.

LINSEED OIL.—There has been no change in the local prices of linseed oil. Raw linseed oil is quoted at $1.27 per gallon while Boiled is quoted at $1.30 per gallon.

Another Decline in the Price of Rope

Winnipeg.

ROPE.—This week has brought about another reduction in the price of rope and is now quoted at the following prices:

Sisal—¼ and 5 1-6, 23¼ cents; ⅜, 22¾ cents; 7-16, ½ and 9-16, 22 ¼ cents; ⅝, 21¾ cents; ¾ and larger, 21¼ cents.

British Manila—¼ and 5-16, 25½ cents; ⅜, 25 cents; 7-16, ½ and 9-16, 24½ cents; ⅝, 24 cents; ¾ and larger, 23½ cents.

Pure Manila—¼ and 5-16, 30¾ cents; ⅜, 30¼ cents; 7-16, ½ and 9-16, 29¾ cents; ⅝, 29¼ cents; ¾ and larger, 28¾ cents.

Sisal Lariat—3 x 7-16, 26¼ cents; 4 x 7-16, 27¼ cents.

Manila Lariat—3 x 7-16, 33¾ cents; 4 x 7-16, 34¾ cents.

Lath Yarn—21¼ cents.

Paints and Varnishes Remain Steady

Winnipeg.

PAINTS AND VARNISHES.—There has been no change in the paint and varnish situation this week. Since the travelling salesmen are again on the road business has shown an improvement.

Turpentine Drops 50 Cents Per Gallon

Winnipeg.

TURPENTINE.—There has been a drop of 50 cents per gallon in the price of turpentine this week and it is now quoted at $2.00 per Imperial Gallon in one barrel lots.

Plate Glass Lower

Winnipeg.

PLATE GLASS.—Plate Glass is reported lower this week and the discount is now 20% f.o.b. Winnipeg.

Pittsburgh Markets

PITTSBURGH, January 20.—The iron and steel trade very generally approves Judge Gary's statement made to the newspapers last week. The statement, as is always the case with Judge Gary's utterances, is temperate and at the same time it is hopeful. It is interesting to note that in less than three months Judge Gary will round out 20 years of active service as chairman of the United States Steel Corporation. He does not claim that the steel business has improved of late, but he insists that general sentiment is better and more hopeful. Prices of some commodities must come down farther, he says, the public being in a waiting mood and being ready to take hold when it is convinced that prices are right. Judge Gary does not say that steel prices will not decline from the present level, and probably believes that eventually they will, particularly as costs are going to decrease.

Production

There has been no material change in the rate of steel production since the first of the year, the rate being slightly over 90 per cent. for the Steel Corporation and about 25 per cent. for the independents, representing in ingots about 21,000,000 tons a year for the corporation and 7,000,000 tons for the independents, or 28,000,000 tons altogether. This is two-thirds the rate at which steel was made during the first nine months of last year, but it is only about 53 per cent. of the capacity. On account of various difficulties, chiefly the insufficiency of rail transportation facilities, steel production during the first nine months of last year averaged only 80 per cent. of capacity.

It will be noted that according to the above estimates the Steel Corporation is producing about three times as much steel as the independents, whereas it does not have more than 44 per cent. of the capacity. The condition is, of course, the aftermath of the divergent price policies pursued in 1920 by the Steel Corporation and independents respectively, the corporation holding its prices down to the Industrial Board schedule of March 21, 1919, while the independents advanced their prices by various amounts, some to the highest figure that could be obtained from anxious buyers for prompt shipment, others to various intermediate levels. Naturally at the windup the Steel Corporation found itself with a well filled order book, while the independents had relatively little on order books, and some of that business was cancelled or suspended, even though eventually the independents marked down the prices in their contracts to the Steel Corporation level.

All this has been well understood, but what is developing now is of particular interest. It might have been thought that when the independents got down to the corporation price level a good bit of the Steel Corporation business would be cancelled, and the independents, by making slight cuts in prices, would be able to get some of that business. The outcome, however, is proving quite the reverse. The corporation has had some

(Continued on page 66)

Unemployment Increases Paint and Brush Sales

Noticeable Increase in Sales of House Paints in Quarts and of Small and Medium Size Brushes due to Unemployment—Suggestions for Increasing Paint Trade—Getting an Early Start for Spring Paint Business

THE increased demand for house paints in quart sizes, which is said to be always apparent when there is much unemployment, is to be found at the present time according to the statement of F. J. Penberthy, manager Lowe Bros., Ltd., Toronto. Mr. Penberthy pointed out to Hardware and Metal that an increased demand for house paints in small quantities, generally quarts, is now evident. This business is said not to affect regular paint trade but, rather, supplements regular business.

The brush manufacturers also notice this tendency according to the statement made to Hardware and Metal by an official of Meakins & Son Co., Hamilton, Ont. This firm in company with other brush manufacturers has noticed an increase in the sales of small and medium size brushes, while business in the brushes generally purchased by experienced painters is quiet. This tendency is attributed solely to the number of men who are unemployed and who spend their spare time doing odd painting jobs around the house.

Have Unique Opportunity

In view of the prevalence of unemployment hardware merchants in all parts of the country have a splendid opportunity to develop trade in house paints, pints and quarts, and in small and medium brushes, for this class of business. One of the chief difficulties confronting the hardware merchant who in the past has endeavored to stir up enthusiasm for utilizing spare time to paint floors, woodwork, walls, furniture, etc., in the house during the cold weather. The unemployed man has time to spare and the chances are he is so actively inclined that he will want to be doing something to improve the appearance and value of his property while he is so situated. He will thus be easy to convince regarding the value of utilizing his spare time in this manner.

Many of your customers in this position may just be awaiting the suggestion to paint or varnish the floor, woodwork, paint the walls in the kitchen, bathroom or nursery, to refinish some pieces of furniture, to paint the automobile, enamel the stove pipes or beds, etc. There are a great many suggestions to be offered along this line. These points might be dealt with through the medium of the advertisement in the local newspaper, through cards in the window display or by suggestion made personally across the counter. Or better still, by a combination of them all.

Developing This Trade

An attractive window could be dressed showing house paints, varnishes and specialties in the pint and quart sizes generally required by this class of trade. A display of small and medium size brushes can also be shown. Window cards can be used to put forth the suggestion that men who are temporarily out of employment can utilize their spare time to good advantage by improving the appearance and increasing the value of their property by the use of paint and varnish. A more direct message might be made on other cards suggesting the use of certain lines for the painting of floors or woodwork, the varnishing of furniture, etc. Many hardware merchants have found this a valuable source of business in small quantities.

Another advantage of such a campaign instituted at this time will be its effect in getting the usual spring painting interest started earlier. It is a well known fact that in recent years much paint business has been lost by allowing customers to postpone the spring painting until the season is well underway. It is generally then found that painters are too busy to take on additional work until midsummer and by that time much of the early enthusiasm is lost and the painting again postponed. This is not only a bad policy for the property owner but it cuts deeply into the merchants' paint business. The ideal arrangement would be to have paint trade spread more evenly over the twelve months of the year so that painters' services could be secured when required and at a fair wage. This would bring better results in the use of paint and would undoubtedly encourage its use on a broader scale. The merchant by starting such a campaign as is outlined, right now, will be doing much to get this interest started early for the spring. Now is a mighty good time to start ringing up paint sales on the cash register and plans should be made now to keep it ringing merrily through the spring and summer months.

Watch Building Developments

An active building season is reported from many sections of the country. This will not only create a demand for paints for new buildings but should also help paint business for houses not of recent construction. New houses are built largely for speculation and present property owners take advantage of that condition to turn over their houses at speculative prices. In order to do so most of them are quick to see the advantage of having their property shine forth with a fresh coat of paint, for just as the automobile with a fresh coat of enamel looks like a new car beside other unpainted cars, so the freshly painted house often sells quicker and brings a price which makes the money expended for paints a good investment.

Close watch should be kept on the local building situation by hardware merchants and plans laid early to be first on the ground when this development materializes.

GLIDDEN

EVERYWHERE ON EVERYTHING

Floorette For Floors

Floorette is the name of a Glidden floor varnish that's made purposely for hard usage. It's made to play on, dance on, have a good time on.

A beautifully finished floor is something in which the housewife can justly take pride. And satisfaction, too, when it's finished with Floorette, because it will stay beautiful for the longest possible time. It's a floor varnish you can recommend to your customers without reservation because of its wonderful qualities. And because of Glidden reputation they will readily accept it.

You can meet every paint and varnish requirement with the complete Glidden line. *Everywhere on Everything* expresses the usefulness of Glidden products as well as the scope of Glidden versatility. Write to-day for dealer proposition.

THE GLIDDEN COMPANY, Ltd.
Toronto, Ont.

Branches at Montreal and Winnipeg



The Brush Department

"Brush Prices Unchanged Before Summer"

Bristle Market Remains Firm—Factories Have Normal Supply of Business on Hand

"BRISTLES have remained firm in price in spite of the downward trend in many other commodities, doubtless due to two factors. First, there has been no sign of over-supply of brushes on the market, all manufacturers in the United States and Canada being very busy; and, there having been practically no comeback in the way of supplies from Russia, which formed such a large part of the annual production in years gone by, other sources have met with a keen demand," according to the statement of L. W. Simms, President T. S. Simms & Co., St. Johns, N.B.

"The past year has seen some very sharp advances in the bristle market. There was more room for them here, in order to bring them up to a level with other prices, owing to the fact that these, as well as other brush supplies, lagged far behind the general advances in the years of the war.

Cheaper Fibres Ease Off.

"Some of the minor items in the way of the cheaper brush fibres have eased off a little of late, but, as prices of brushes have remained stationary for about six months, these slight reductions have not offset other increases in cost which have not been reflected in the prices.

"The labor supply has become much more plentiful in the last few weeks and, we believe, there is a decided improvement in efficiency as far as the will to work is concerned. Unfortunately, however, we are now beginning to pay up for the long period in which it was impossible to obtain junior employees who would endeavor to acquire a trade, and consequently, the dearth of skilled artisans is becoming more and more acutely felt, especially in those trades such as skilled wood-workers, where men alone can be used.

"Wages advanced decidedly and continuously for the first few months of the year, but remained pretty much stationary throughout the fall.

Broom Business.

"In the broom business there has been a decided falling off in trade all over the continent, largely due to the fact that brooms seem to be always a commodity in which the trade from the wholesaler to the consumer tends to speculate. That is, if the broom corn crop seems to hold out a probability of higher prices, everybody will stock up all they can afford to stock and the consumer is likely to buy two or three brooms. If, on the other hand, there seems to be any possibility of a decline in the broom corn market, the wholesaler will get down to the last dozen pretty near, likewise the retailer, and the consumer will wear his brooms down to the strings. The latter being the general idea of late, most of the factories, I understand, have been nearly, if not wholly, closed down. Fortunately we have been able to use any labor not wanted in this department in the brush end of the business, so that no labor has been laid off, both present and future orders in the brush business demanding the exertion of every effort in production. It is generally felt that, as stocks are universally low in the broom business, this industry will pick up materially during the first of the year.

"There seems to be little doubt that, just as soon as any activity is manifested in the broom business, the very real scarcity of anything like good or medium quality corn in the hands of the growers or the brokers will decidedly stimulate the price as soon as the manufacturers start buying. The price of brooms is now lower that is has been for some two or three years.

"It is difficult to forecast the prospects for many months in advance during these times, but if one may venture to do so for the period from now to early spring, appearances seem to indicate: first, in corn brooms—the weather conditions having been exceedingly bad during the harvesting of the crop in the Middle Western States, there probably will be a good deal off-colored and damaged corn available this year, which will make it possible to offer a cheap off-colored broom at low figures throughout the season. There seems to be no doubt, however, that a medium or good broom will not be any lower than it is at present and that there is every prospect that an advance in price will take place as soon as the activity following on the exhaustion of stocks, already very low, compels the manufacturers to start purchasing again.

Much Painting Carried Over Winter.

"Second—Brushes. The largest field in this line, especially in Canada, is probably in paint brushes. This is largely controlled by the amount of painting done. It is well known that there was more painting done last fall in most localities than has been the case for several years. Painters inform us that they have had to carry over the winter many orders for outside painting, which the owners had hoped to have done last fall. In spite of the increased activity along this line, the country is still in crying need of paint, much of the property having gone far beyond the point where economy demanded attention.

"In many industries, such as in the paint line, increased demand could be fairly rapidly met by increased production through mechanical means. In the brush industry, there still being a very large amount of skilled hand labor necessary, it has not been possible to meet increased demand by rapid increase in production; consequently, in spite of the fact that the industries in this field are all busy, there seems to be no sign of an over-supply anywhere, but on the contrary, we are no exception to the rule in that we have still several months' business on hand, which is a normal condition at this time of year in the brush business in anticipation of spring activity."

It would seem, therefore, that with the bristle market remaining firm, with activity everywhere manifested in the industry, and in view of the fact that the spring is always the keen time of demand, there is very little likelihood of any downward trend in prices, at least until next summer.

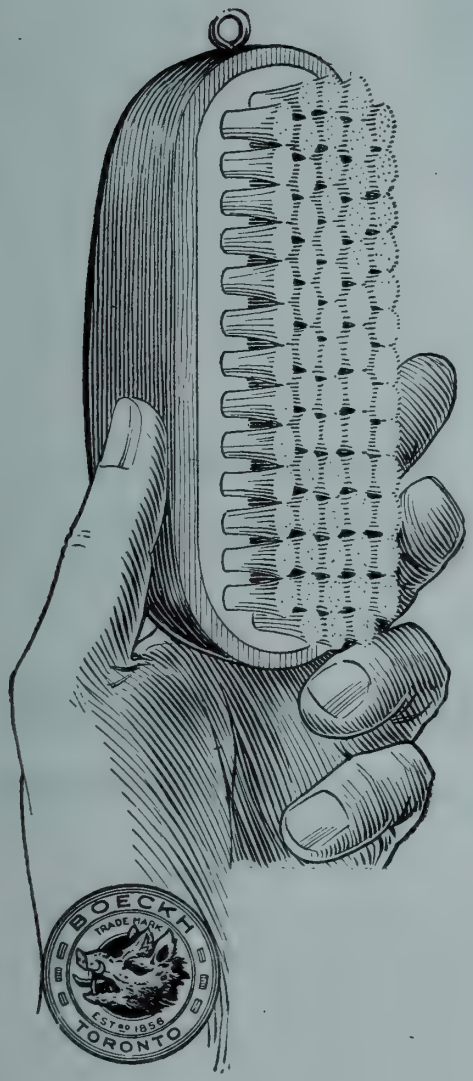
Demand continues good from the export field, although temporary financial uncertainty is a factor in the situation.

Pleasing Social Event

Quebec.—A very pleasing social event took place in the establishment of the Mechanics Supply Co., Limited, when Mr. and Mrs. W. H. Wiggs, assisted by Mrs. Guy H. Simpson, held an "at home" for all the staff. In welcoming those present Mr. Wiggs in a few well chosen remarks alluded to the hearty co-operation the directors had received during the past year and trusted that the same spirit of loyalty would be found among the employees during the coming year.

Mr. Wiggs recalled some old reminiscences with the founding of the business in the year 1889, when with one clerk and one storeman he had entered into the commercial life of this, his native, city, under the same name as the company now bears. He also alluded to the long and faithful services of two of the oldest members of the company, Messrs. Guy H. Simpson and Omer Carrier, who had been associated with him for over a quarter of a century.

PEN-DURA



Every Brush Guaranteed Perfect

Penetrating and Durable
Hand Brushes

Have you some fussy, particular customers? Customers who are looking, not for something cheap, but for something good?

This is the brush for them!

They'll want a Pen-dura Brush as soon as they see it, because Pen-dura excellence is apparent at once, beside being proved in service. This reliable brush is stiff, yet elastic; it cleans dirty, oily or grimy skin and nails far better than cheap, soft, spongy brushes, and requires less rubbing.

BOECKH'S

Pen-Dura — penetrating and durable — Hand Brushes have an aluminum facing that protects the base. The bristles are fastened to the waterproofed back. The backs are made of fine hardwood, finished in rich, weathered oak effect, and skillfully designed and shaped to fit the hand comfortably.

Your motor customers in your automotive accessory department will be interested in this efficient brush. Sell them three—one for the garage, one for the bathroom and one for the kitchen—they'll welcome this suggestion.

Homes, hospitals, factories, offices, hotels, clubs, garages are all good for more than single sales. Multiplied sales mean multiplied profits. Satisfaction brings customers back again.

Put up in Display Boxes of 1 Dozen

The Boeckh Company Ltd.

158-168 Adelaide Street West

Toronto, Canada

Established 1856

Brandram-Henderson Announce Changes

W. G. Helliar, Maritime Manager for Brandram-Henderson, Ltd., Becomes General Production Manager at Head Office

MONTREAL. — Dealing with changes in the staff of Brandram-Henderson Ltd., George Henderson, president of the company, made the following statement to Hardware and Metal:

"Sidney W. Smith, at present manager in Toronto, has been appointed manager of the Maritime division, which is the oldest division in the company, and is being succeeded in Toronto, by J. K. Illsley, the change taking effect early in February."

"Mr. Illsley first became associated with Brandram-Henderson, Ltd., over fifteen years ago when a very young man, and has had a very wide experience as travelling representative in the Maritime provinces and South America. For some time past he has been assistant to the manager of the Maritime Division, and leaves that post to become acting manager at Toronto. It will be understood, therefore, that our Ontario customers will not be under any disadvantage in having as our acting manager a man who is not thoroughly conversant with the requirements of the paint business.

"The change has been brought about by the fact that W. Geo. Helliar, at present manager of the Maritime division, has been appointed general production manager at the head office, Montreal, and we feel sure," stated Mr. Henderson, "that our customers generally will not be discommoded in any way, but rather that the company will be able to afford still better service than heretofore."



SIDNEY W. SMITH

Toronto manager for Brandram-Henderson, Ltd., who has been appointed manager of the Maritime Division.

Changes in Staff of Ames-Holden McCready, Ltd.

Montreal.—R. W. Ashcroft, director of publicity for Ames-Holden-McCready, Limited, has been appointed assistant to the president. Mr. Ashcroft brings a unique experience to bear upon the conduct of his new duties, he having been for years director of publicity for the United States Rubber Company and the Canadian Consolidated Rubber Company.

W. Youngblud, lately tire sales manager of the Quebec division for the Dominion Rubber System, assumes the position of sales manager of the tire department for Ames-Holden-McCready, Limited.

How Hardwaremen Advertise Paints--No. 28

Emphasizing the fact that there is a demand for paint and varnish every month in the year, the advertising of Emerson & Fisher, Ltd., St. John, N.B., concentrates upon the elimination of the idea that painting is a seasonal activity. Herewith is a sample of some of this firm's advertising showing how they deal with this point. Encouraging readers to come to the store and discuss the particular use of the various paints, varnishes and specialties for their needs, is an important phase of such advertising.

EVERY MONTH

Brings a Need for Paint

Those who think painting is governed by seasons are far behind the times. True, some exterior painting must be done in the dry weather, but the bulk of interior painting and varnishing can be done any time—just when you have the time, or can get the painter.

There is a special paint or varnish for every job—our line is complete.

Emerson & Fisher, Ltd.

St. John, N.B.



The Luxeberry Painter Says:

"Beautiful homes are made from the inside out and not from the outside in. The outside of the house is the casket, the jewel is inside, and it is the painter who creates it with the aid of the right finishes. I always use Berry Brothers' Finishes because with them I can depend upon producing results that please me and satisfy my customer. I made a notable failure or two with other finishes, but it will never occur again."

The year-in-year-out uniform quality of Berry products has established a nation-wide demand for them that is always growing.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
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SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

261

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

Weekly Paint Markets

Montreal

MONTREAL, Jan. 19.—Business continues quiet for the paint sections this week. Price reductions, which are noted on other hardware commodities, are not in evidence on turpentine, linseed oil, putty, white lead in oil or glass. The movements are expected to be more active as the winter months pass, however, for the next month business will no doubt, continue to be dull.

Paint and Varnish Sales Will Likely Improve

Montreal.

PREPARED PAINTS.—The dull season for prepared paints and varnishes is drawing to a close and greater activity is expected now that travellers are again on the road. The booking orders, up until the New Year, for spring deliveries being small compared with other years, is anticipated to bring extra business during the early spring months. When asked if any shortage would be liable to occur on any lines, a local manufacturer stated that although no shortage would be evident, deliveries would no doubt be delayed, as dealers placing their spring orders for immediate delivery could not all be supplied in a few days or weeks, but it will take more time to meet requirements of all.

Window Glass Is Quiet; Same Discount Quoted

Montreal.

GLASS.—Window glass remains seasonably quiet, and no new developments are reported. Business will no doubt continue dull for the next few weeks, as the spring building activity will be the next factor to create a larger demand. Discount of 30 per cent. off list is still quoted.

Putty Reported Slow and Unchanged

Montreal.

PUTTY.—Business continues to remain quiet on putty, this season of the year is really the off-season for this product, the fall and early winter period being over, and the spring demand not yet in evidence.

Quotations are as follows:

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 600 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.....	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs...	8 25	8 50	8 85
Bladder barrels, 400 lbs. ..	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Turpentine Shows No Change

Montreal.

TURPENTINE. — Turpentine is reported with very few sales, the paint and varnish manufacturers are buying in small quantities to meet their present day requirements, but from the outside country business is very dull. The undertone is showing a little firmer if anything, the southern market which has been closed for some time past is reported to be again opened this week, and may show a tendency to slightly higher prices in the near future.

Quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
Broken lots	1 26

Linseed Oil Quiet; No Price Change

Montreal.

LINSEED OIL.—Prices for linseed oil remain unchanged for this week. Practically no movement is in evidence, sales being very small. The market on this product is very uncertain, as explained by one local crusher. The seed from the Winnipeg market, which is being crushed to-day, appeared to be at the rock bottom quotation. This year's outside crops, which would be in evidence not sooner than May 1, would have to be much lower than Winnipeg, enough so to induce the buyers to buy on the option market. This might determine a lower level on linseed oil in the future spring months, but was not considered probable as crushers had already withstood a big decline on seed in stock and would not be willing for any further lowerings.

Quotations for this week are as follows:

1 to 4 barrels	1 15	1 16
5 to 10 barrels	1 14	1 15

White Lead in Oil Held at Recent Decline

Montreal.

WHITE LEAD IN OIL.—There are no new developments to report on white lead in oil this week, prices remaining at the lower levels quoted last week. The demand still remains quiet, however an improvement is expected in the near future, the present dull period being only seasonable.

Present quotations are as follows: $16 per 100 lbs. in 5 ton lots, $16.50 in one ton lots, and $16.85 for less than ton lots.

Toronto

TORONTO, Jan. 20.—Prices are remaining steady in paint markets and few changes are reported. Accounts vary as to how business is shaping this month, but "fairly good" and "as well as we expected," are pretty general, and it is hopeful to see so much optimism in the trade. It seems pretty certain from reports that the amount of business to hand already is not equal to that of last year, but it is early yet and it is safe to say that practically everyone is looking for conditions to gradually improve, though some believe it will be delayed for a time and the next few weeks will show little change. Prices on the whole are unchanged, but the glass market is unsteady and it is reported that some lower prices are being quoted. Many look for a decline on window glass and some losses may have to be taken where stocks are large.

Paint and Varnish Booking Slowly

Toronto.

PAINT AND VARNISH.—Prepared paints and varnishes are beginning to move slowly, but while sorting up orders are reported to be fairly numerous, it is stated that spring bookings as yet are behind last year's business. This condition was rather anticipated and under the circumstances the volume of business is said to be up to expectations, and in some cases even better than had been looked for. No changes have occurred in prices.

No Further Change in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—No further changes have been made in quotations of white lead in oil, and it is being held at recent change. Sales are reported light. Quotations are as per market pages.

For Spring Selling—
A Salable Household Enamel

The Consumer

Moore's Paints and Varnishes make satisfied customers and establish consumer confidence that builds lasting, permanent trade. You will never find it necessary to refund the purchase price to a "Moore" customer.



The Dealer

The Moore ironclad guarantee of absolute satisfaction or money refunded stands behind every can of Moore's Paint and Varnish. For better paint sales and bigger profits, **stock and push** Moore's Products.

That "Saves the Surface"

The housewife will soon commence her annual spring cleaning campaign. One of the many things she will need will be a good household enamel. Sell her Moore's High Gloss Enamel. All ready for use, this efficient product leaves a surface that stands up strongly under the wear and tear of daily use. Its hard wearing qualities delight housewives and bring repeat sales for the dealer. Moore's Products include: "Impervo" Porch and Deck, "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, and Shingle Stain.

Ask about our Agency Proposition.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

Putty Prices Holding; Normal Activity

Toronto.

PUTTY.—Sales of this product are light at present, but a seasonable amount of activity is reported. Prices are unchanged and are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Glass Is Quiet; Market Is Unsettled

Toronto.

WINDOW GLASS.—Business is reported to be very quiet in this line and the situation seems to be unsettled. The Belgian market is reported to be very weak and the tendency of prices is downwards. There is a general opinion that the opening of navigation in the St. Lawrence this spring will see a big increase in the shipments of Belgian glass into Montreal. Nominally quotations are unchanged, but reports are current that lower prices are being made, and 30 and 10 per cent. is being quoted in some cases. This would prove that there is price cutting, but does not reduce the market to the lower level. With business quiet it is regarded as unlikely that lower prices would result in much increase of sales, and many state that it would have the opposite effect.

Shellac Shows an Easier Tone

Toronto.

SHELLAC.—The undertone on shellac is easier and slightly lower quotations are being made. The demand is only light just now. Quotations on white shellac, $6.50 in gallon jugs and $6 per gallon by the barrel. Prices on orange are $6 in gallon jugs, and $5.50 by the barrel.

Linseed Oil Remains Quiet

Toronto.

LINSEED OIL.—Trade is very quiet in the linseed oil market and demand is limited. This month is usually regarded as a quiet one but an improvement is looked for in the next few weeks.

Prices remain unchanged and a slightly easier tone is reported in the flax seed market. All grain markets have been declining and flax followed suit, but prices for all Argentine crop will depend largely on the demand. The crop there has been good and if Argentine prices come down the oil market will be affected.

Following are present quotations:

1 to 2 barrels, gal	1 10	1 13
3 to 5 barrels, gal	1 09	1 12
6 to 9 barrels, gal	1 07	1 10

Turpentine Lower; Small Demand

Toronto.

TURPENTINE.—The demand for turpentine is reported light again this week and quotations are 5 cents per gallon under last week's prices.

A little more activity is noted on turpentine markets in southern States and it is believed to foreshadow a revival in demand and a firmer tone is in evidence there.

Quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gal. lots	1 45

PITTSBURGH MARKETS

(Continued from page 57)

cancellations, but it is not of business that is being transferred to independents. On the other hand, some buyers who have not heretofore been customers of the Steel Corporation at all have been making an effort to get on the Steel Corporation's books, feeling that that will be a safe place, in view of the probability that steel will at some future time become scarce again, whereupon the experiences of 1920 may be repeated, though of course in milder form.

Prices Remain Steady

There is scarcely any actually new business developing, and as a result the independents have no business offered them of sufficient importance to justify their doing much price cutting. Prices are only cut, of course, when there is an incentive. Thus the finished steel market may be described as steady, being at the same time very far from active.

No doubt in some lines there is occasional price cutting, say by from $1 to $3 a ton, but each instance represents a separate case. A cut price sale does not reduce the market to the lower level. In a regularly declining market that is what occurs. A few sales are made at a certain cut, then to effect additional sales the mills have to make fresh cuts, and so on. There is no such process now. Eventually, no doubt, this will come, but there are two pre-requisites, a larger volume of new business offered, making price cutting worth while, and a reduction in costs.

Wages and Costs

The latest reports are that the Inland Steel Company and the Steel & Tube Company of America, both in the Chicago district, have cut wages 20 per cent., effective January 16. Previously, reductions had been announced by the Wheeling Steel Corporation, Bethlehem Steel Company, Midvale Steel & Ordnance Company and some minor steel interests. There have been no wage reductions of consequence in the immediate Pittsburgh district or in the Youngstown district. On the whole less than half the independent steel capacity has reduced wages, while the Steel Corporation does not seem to have considered the matter and it is not expected to make any reduction for a long time.

DECLINE IS GRADUAL

(Continued from page 43)

lery have likewise been larger in recent months of this year that in 1919. For the five-month period ending in August exports of these lines were approximately one million dollars higher than in the same period in 1919. Canadian hardware has been well received in foreign markets and the development of the Canadian Government Merchant Marine and other export facilities should encourage this branch of trade.

The price tendency was upward in hardware lines during the greater part of 1920, and it is only in the last three or four months that there has been any recession. Recent declines have included cotton goods, cordage, glass, linseed oil, naval stores, ingot metals and lead products, which generally are as low or lower than they were at the beginning of the year. Other lines such as leather belting, harness, rubber goods, bar iron and steel, sheets and plates, white lead, putty and paint declined but at the end of 1920 were as high or higher than they were a year ago.

In metal products the declines have been in the raw or semi-finished material and it has not affected the manufactured article to a great extent as yet. Declines have been most pronounced in non-ferrous metals. Iron and steel products have been and are still the slowest to show any change, the reason probably being the scarcity during the greater part of the year in plates, sheets and bars. Galvanized sheets have been particularly scarce and premiums above regular quotations were the rule up until recently. Wire products also were scarce; no prices are quoted even now on barbed wire. Pipe, too, has been hard to get and the smaller sizes of black and galvanized sheets are still rather scarce.

Coal oil and gasoline are 30 per cent. above last year's cost, and indications are for slight declines, it is thought. The majority of the lubricating oils have advanced from 50 to 100 per cent. and fuel oil has also doubled in price within the year.

It is a question how far Canadian markets will be affected by surplus stocks and lower priced goods from foreign markets, and to what extent lower exchange rates will assist importation. Reports indicate the American markets are feeling the effect of considerable quantities of German made aluminum ware, cutlery and hardware. German cutlery and skates, etc., are being displayed by Canadian stores at the present time.

SITUATIONS VACANT

WANTED AN EXPERIENCED CLERK FOR retail store, must have best of reference, state age, experience and salary. Address Cochrane Hardware, North Bay.

INSECTICIDES

COVER THE EARTH

Combatting The Insect Menace

TIMELY spraying with Insecticides of full strength and killing power is just as important as proper cultivation and fertilizing where a good yield of fruit and vegetables is looked for.

Spraying with S.W. Insecticides assures a heavy yield and a high grade crop because even under the most difficult conditions of season and climate they will effectively control the destructive insect pest.

A stock of S.W. Insecticides will enable you to supply the spraying requirements of farmer and fruit grower. For the line is complete—an insecticide for every purpose—including S.W. Dry Lime Sulfur for fruit, Dry Powdered Arsenate of Lead for all leaf eating insects. Bergers Standard Paris Green and Tuber Tonic for root plants.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG LONDON, ENG.
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX, N.S. LONDON, ENG.

The "COVER THE EARTH" Trade Mark is a Guarantee that the Product is as Perfect as Science and Skill can make it.

"Save the surface and you save all"

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps			$ 7.00
22 Short		$10.00	10.70
22 S. Mush			11.50
22 Long		12 00	15 00
22 L. Mush.			16.00
22 L.R. do.			18.70
22 L. Rifle.		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144.50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.

Machine Bolts, 7-16 in. dia. and larger, 5%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20%.

Square Head Blank Bolts, 5%.

Bolt Ends, 5%.

Plow Bolts, 1, 2, 3 head, 15%

Plow Bolts, others, net extra, 20%

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Tire Bolts, 40%.

Stove Bolts, 57½%.

Nuts, 2 in., and smaller, square Blank, add to list $2.00.

Nuts, 2 in., and smaller, square Tapped, add to list, $2.50.

Nuts, 2 in. and smaller, hexagon—Blank, add to list, $2.25.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list, $2.75.

Tterms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets,, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beatuy	10 00
Royal Blue	14 95

BUTTS

Wrought Steel:—

No. 840 ..... add 20%
No. 800 ..... add 25%
No. 838 ..... add 12½%
No. 808 ..... add 10%
No. 804 ..... add 7½%
Nos. 802, 842, 844 ..... add 25%
No. 810 ..... add 57½%
No. 814 ..... add 62½%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $10.80 to $13.50; No. 1, $11.70 to $13.50; No. 2, $11.70 to $15; No. 3, $12.60 to $16.50; No. 4, $14.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 60	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 34	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 36	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 40	
Polished and Tinned, 16 oz. and heavier, lb.	0 44	0 48
Tubing, lb.	0 42	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.00 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

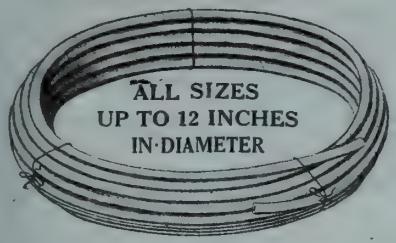
DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

CARTER'S

For Your Painter Customers—

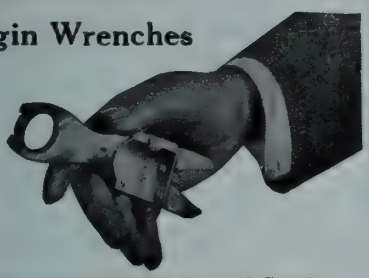
CARTER'S GENUINE DRY RED LEAD

A highly oxidized and very finely ground Red Lead. Always pure, always uniform and very economical. An ideal protective paint for metal work, railway and marine work, steam pipes, etc.

You can safely recommend this and the other Carter Products — Genuine Orange Lead, Genuine Dry White Lead and Litharge. The Carter name guarantees the quality.

The Carter White Lead Company of Canada Limited, 91 Delorimier Ave., Montreal

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/32	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	3/8	$ 8.50
1/8	3.00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4.00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 37½%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 22½% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 24	0 34
C	0 16	0 24

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOBS.	Grub	$10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $5.75.

F.O.B. Montreal, $5.90 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ... base.

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.60; London, $7.15 base; Toronto, $7.30.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



Tommy and Betsy Discover Vitralite Tints

They also discover countless things about the house that can be made more beautiful and serviceable by the use of this famous "*Long-Life Enamel*" — now made in five authoritative tints (not common colors) in addition to the White. Tommy and Betsy tell your customers in the February quality magazines how they remade the old chiffonier into an up-to-date dresser. You'll find their page in the Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's and World's Work.

Vitralite has the quality appeal — an appeal that every dealer will be glad to profit by this season. If the new Tints are not already on your shelves, you'll be interested in the special introductory proposition. Shall we send the details?

"Save the surface and you save all" Painter Varnish

PRATT & LAMBERT-Inc.
VARNISH MAKERS 72 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 56.1
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle. Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 15.2
Do., tank cars, net	0 13.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	....
Do., No. 2, Anchor	1 10	....
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	....
Do., No. 2, Anchor	1 45	....
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 55
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45
	Per 100 lbs.	
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Spruce Sheathing, 36" and 72" wide	9 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	Montreal	Toronto
In barrels, 250 lbs., lb.		0 14
Barrels of 5 lbs., cotton bags, lb.		0 15
In kegs, 125 lbs., lb.		0 16
In 50-lb. boxes, lb.		0 18
In 25-lb. boxes, lb.		0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	
Less 50/10%.		

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	25 00	
IX, 20x28, 112 sheets	28 00	
IXX, 20x28, 112 sheets	31 00	
IXXX, 20x28, 56 sheets	16 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
	Each	
No. 70	7 75	
No. 80	10 00	

PUMPS, REDWING

No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burs, net list; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	....
Everlastic, 2 ply	2 50	....
Everlastic, 3 ply	2 95	....
Panamoid, 1 ply	1 90	....
Panamoid, 2 ply	2 30	....
Panamoid, 3 ply	3 20	....
Red Star, 2 ply	2 33	....
Red Star, 3 ply	2 75	....
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 26
Beaver Manila basis	0 21
New Zealand hemp basis	0 21
Sisal basis	0 19

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c, ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 19
Double lath yarn	0 19½
Yacht marline, tarred	50
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	45
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils. 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
268—50 ft. Challenge, Steel	$5 25
108—50 ft. Reliable Jr., Steel	5 85
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

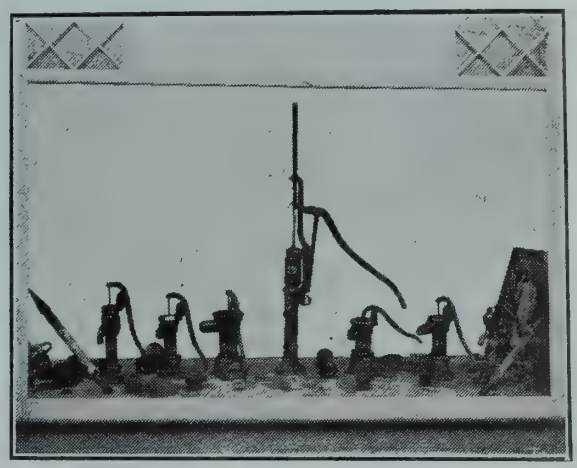
Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Little Visits

Beatty Bros. Limited Bulletin

with BT Dealers





Appreciates BT Quality

For several years Braithwaite Bros. of Huntingdon, Que., have been handling BT goods. When our photographer arrived, there happened to be a big display of BT Pumps, Churns, Ladders and Washers in the windows.

We have always regarded Mr. Braithwaite as one of our most successful dealers. When we asked him what led him to handle, and keep on handling, BT goods, he replied:

"Because they are first-class quality, right through."

And after all, that's the best of good reasons, isn't it? BT goods sell easily, meet all requirements, and *stay sold.* They are the kind all dealers want.



MR. BRAITHWAITE
Surviving Partner of the Firm of Braithwaite Bros., Huntingdon, Que.



Mr. Braithwaite and His Staff

BT Pumps

You will now be booking your supply of pumps for spring delivery.

You cannot do better than specify BT Pumps. The BT Ready-to-Ship Line of Well Pumps covers the complete well pump field, and was the greatest improvement ever made from a dealer's standpoint. He can handle a complete stock with a minimum of expenditure and storage space.

BT Cylinders and Pump Leathers are noted everywhere for their high quality. If you have not handled them in the past, do not fail to give them a trial. They are "Made in Canada" throughout by Canadian workmen.

Cistern Pumps of every kind, Syphon Pumps, Power Pumps, Tank Pumps, Pump Jacks—all these and many more are included in the BT Pump Line.

Our beautifully illustrated catalogue (carefully indexed for quick and easy reference) is yours for the asking. Our representative will soon be calling on you and will gladly give full details. Our claims for BT Quality are easily proved!

BEATTY BROS., Limited

FERGUS, ONT. LONDON, ONT. MONTREAL, QUE. ST. JOHN, N.B. WINNIPEG, MAN.
EDMONTON, ALTA. VANCOUVER, B.C. LONDON, ENGLAND

"Buy and Sell Goods Made in Canada"

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	...	
26 gauge	...	
24 gauge	...	
22 gauge	...	
20 gauge	...	
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 25
Galvd.	7 25

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60% off list.

McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 60

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 50
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Standard Gate	list plus 5%
Jenkins Globe	10%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $15.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.80; 1⅜ in., 1½ in., 1⅝ in., $19.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 295

"Shivering on the Brink"

MR. MANUFACTURER:

You want a chance to run your plant—to keep the force in action—to kill off the overhead at least.

MR. JOBBER:

You want a few orders right along, even though small and a chance to work your staff, with payments coming in promptly.

MR. DEALER:

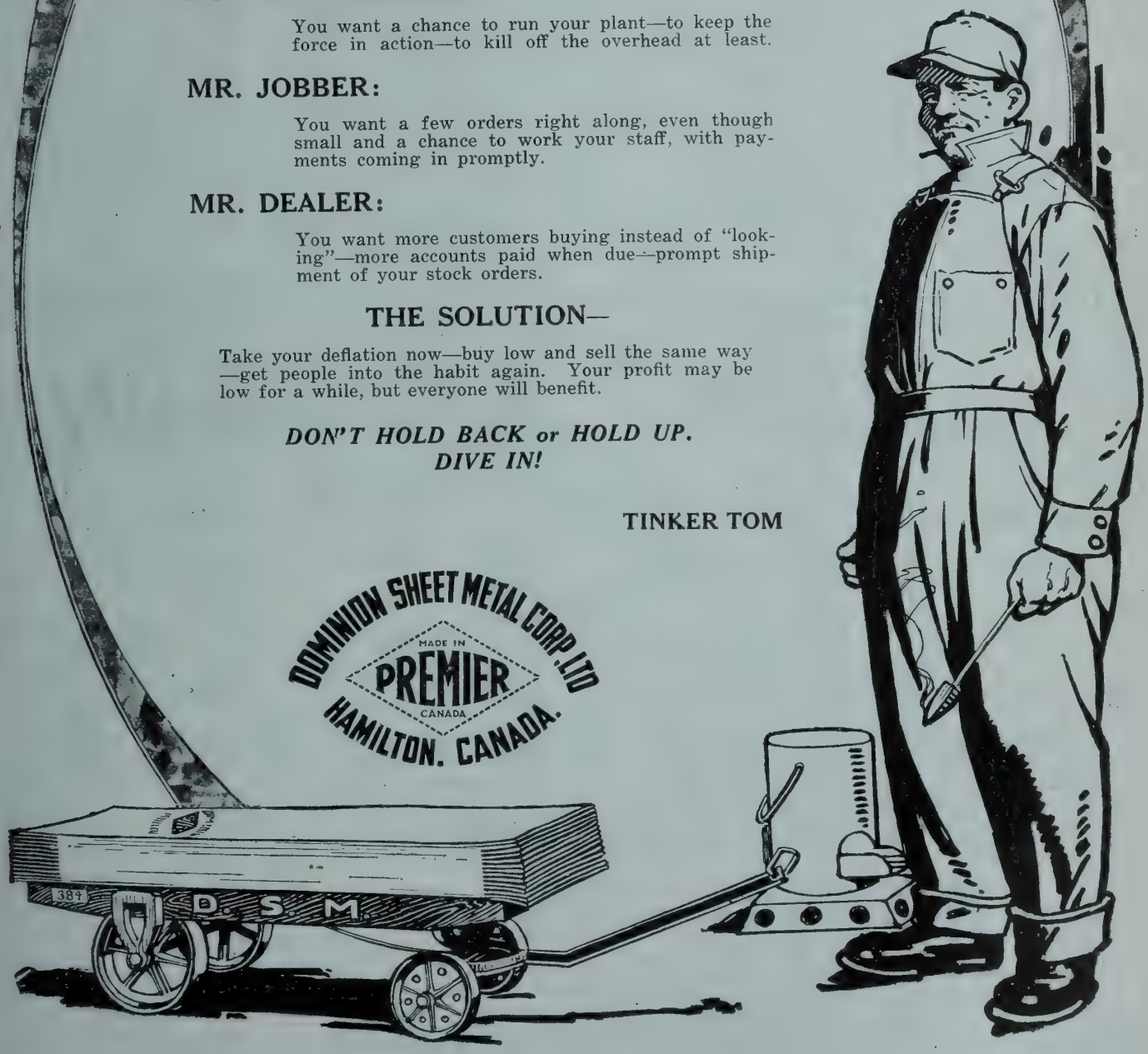
You want more customers buying instead of "looking"—more accounts paid when due—prompt shipment of your stock orders.

THE SOLUTION—

Take your deflation now—buy low and sell the same way—get people into the habit again. Your profit may be low for a while, but everyone will benefit.

DON'T HOLD BACK or HOLD UP.
DIVE IN!

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Do., Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	-50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 25%.
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 17c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
I.V. Perfection	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$6 00	$5 50
Gal. jugs	6 50	6 00

F.O.B Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 43
M-S Wood-Var	4 43
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 74
Luxeberry granite	4 94
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 500 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

		Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

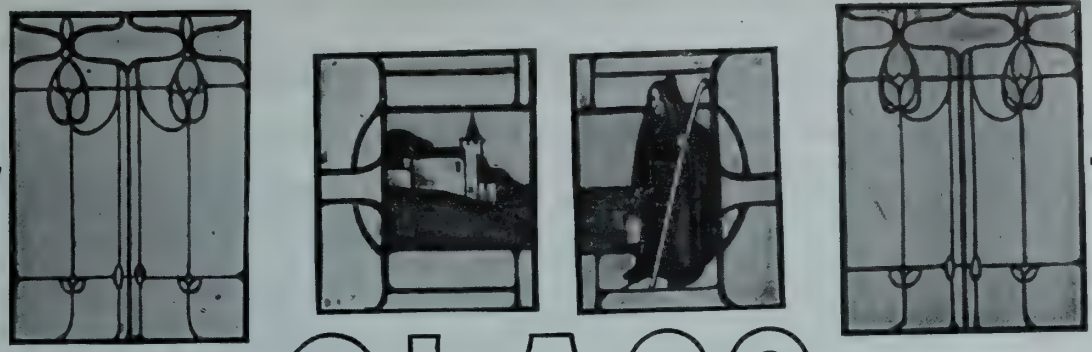
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

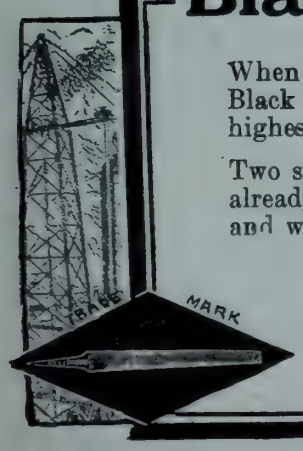
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $16,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT Per Roll

16 oz.—50 lbs.	5 50
20 oz.—54 lbs.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., .$15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.

Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in. $2.10; 10 in., $2.75.

Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.

Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.

Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.

Corrugated Tee—4 in. $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.

Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	18 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $14.

LEAD WASTE, $13.86.

WHITE LEAD

Decorators' pure, 100-lb. tins. $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.30 base; Winnipeg, $6.95. Cut, f.ob. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



"Save the surface and you save all" *Paint & Varnish*

Economy

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone fills the bill for the Canadian housewife. She has tried it and liked it and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller.

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers.

Silkstone is a tried and proven, steady salesmaker. It satisfies customers because it gives good results.

Satisfaction

Write us and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil — On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
Senour's Floor	4 35
M.S. Neutone, White	4 00
M.S. Neutone, Colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $18.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE

British Manila—¼ in., 5-16 in., 25½c; ⅜ in., 25c; 7-16 in., ½ in., 9-16 in., 24½c; ⅝ in., 24c; ¾ in. and larger, 23½c.

Pure Manila.—¼ in., 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ in., 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Sisal—¼ in., 5-16 in., 23¼c; ⅜ in., 22¾c; 7-16 in., ½ in., 9-16 in., 22¼c; ⅝ in., 21¾c; ¾ in. and larger, 21¼c.

Lath yarn, 21¼c.

Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	Ream	Star Quire	Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $18.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.55; Fort William, $7.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Doz. Victor	H.& N.	Jump
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in.	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Bake, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.

Patentd screen in 100-ft. rolls, $3 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE

Trimo—27½% off list.
Stillson—20% off list.

Always Ready	— Dozen— Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz.
Universal	$49 60
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

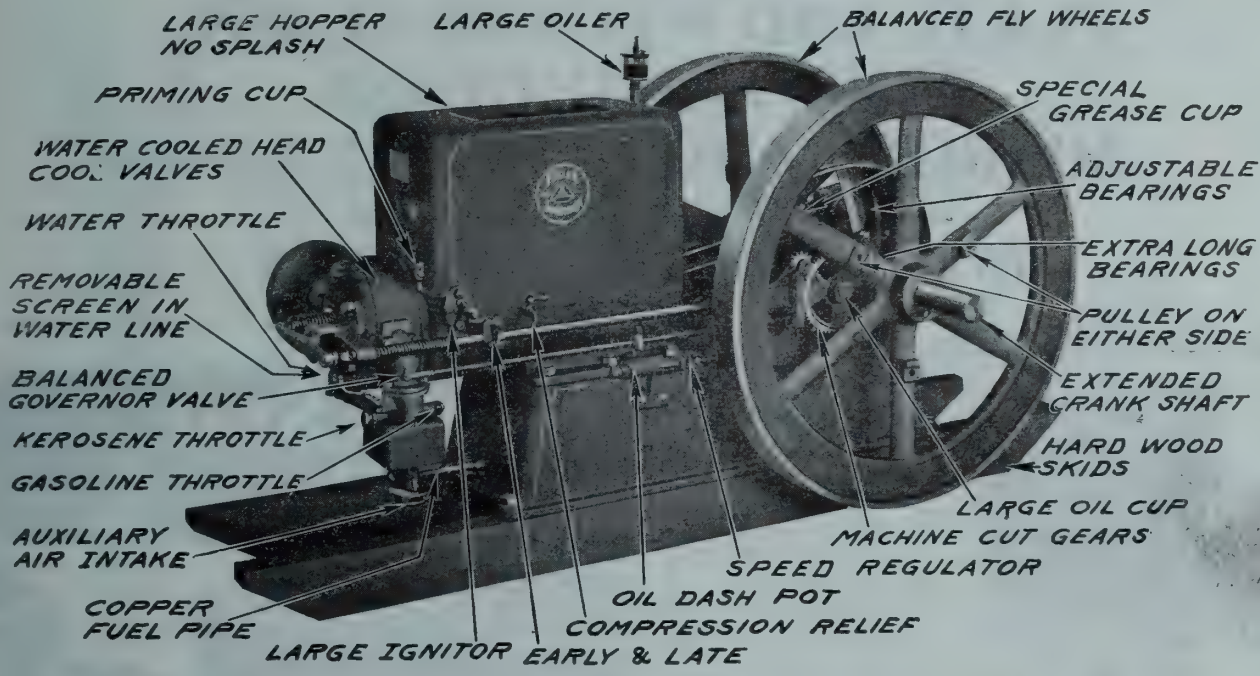
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KEROSENE OIL ENGINES

All sizes, 3 to 25 H.P., Stationary and Portable



DEPENDABLE—QUALITY CONSTRUCTION—GUARANTEED

Fuller and Johnson Model "K" Throttling Governor Kerosene Engines embody all the latest improvements and developments in internal combustion engines. They are of the horizontal, hopper cooled, throttling governor type, regularly equipped with low tension, built-in magneto, and operate on the reliable 4-cycle principle.

NEVER MISSES AN EXPLOSION

RUNS SMOOTHLY and EVENLY under light load, full load or varying loads, with the fuel always used in proportion to the load.

MORE POWER, GALLON FOR GALLON, than you get in other engines from high-priced gasoline.

A PLEASURE TO HEAR IT RUN

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The J. H. ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

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MOOSE JAW, SASK.
GLASS

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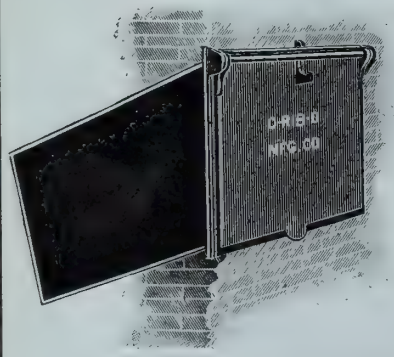
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PLATE AND WINDOW GLASS
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MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED



O-Rib-O
Square Coal Chute

Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

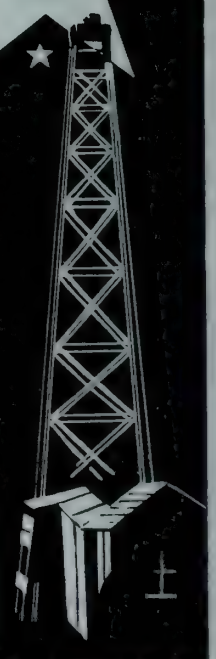
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R. R. Kinread
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"High as the Stars in Quality"



Red Star Gasoline
★
Family Safety Coal Oil

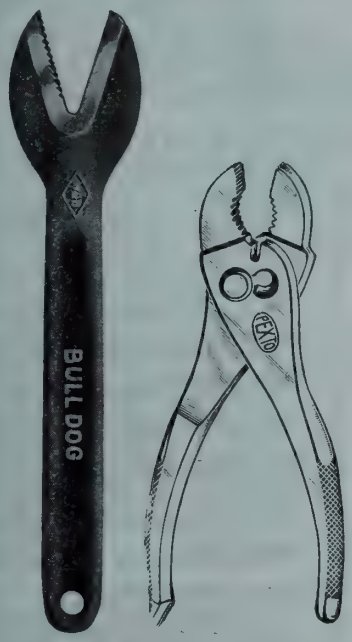
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A Full Line of Spring Equipment, the greater part of which is secured through the Hardware Dealer.

Tools of All Kinds



Wrenches and Plyers
All Styles and Sizes

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Motor High Speed (Hand Operated)
Muskegon Gasoline Power
Muskegon Electric Power

Stewart Horse Clippers

Old and New Style

Clipper Plates

Hand Horse Clippers



Horse Brushes

Curry Combs

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A trial order will convince you of the wisdom of relying on us for your supplies

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Caverhill, Learmont & Co., Montreal.
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Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

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Allcock, Laight & Westwood Co., Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.



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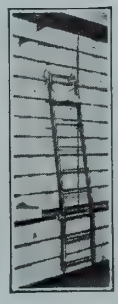
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A. G. Low Co., Saskatoon, Sask.

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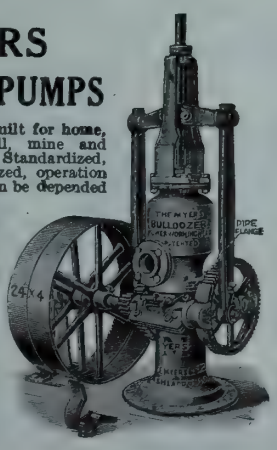
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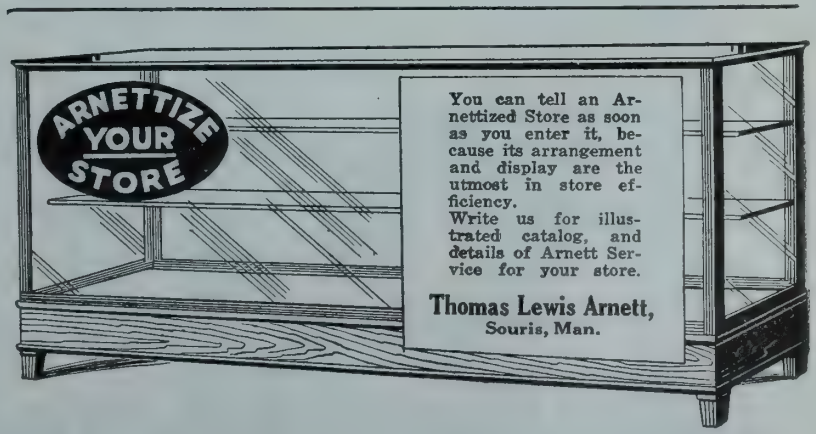
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THE BUYERS' GUIDE

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

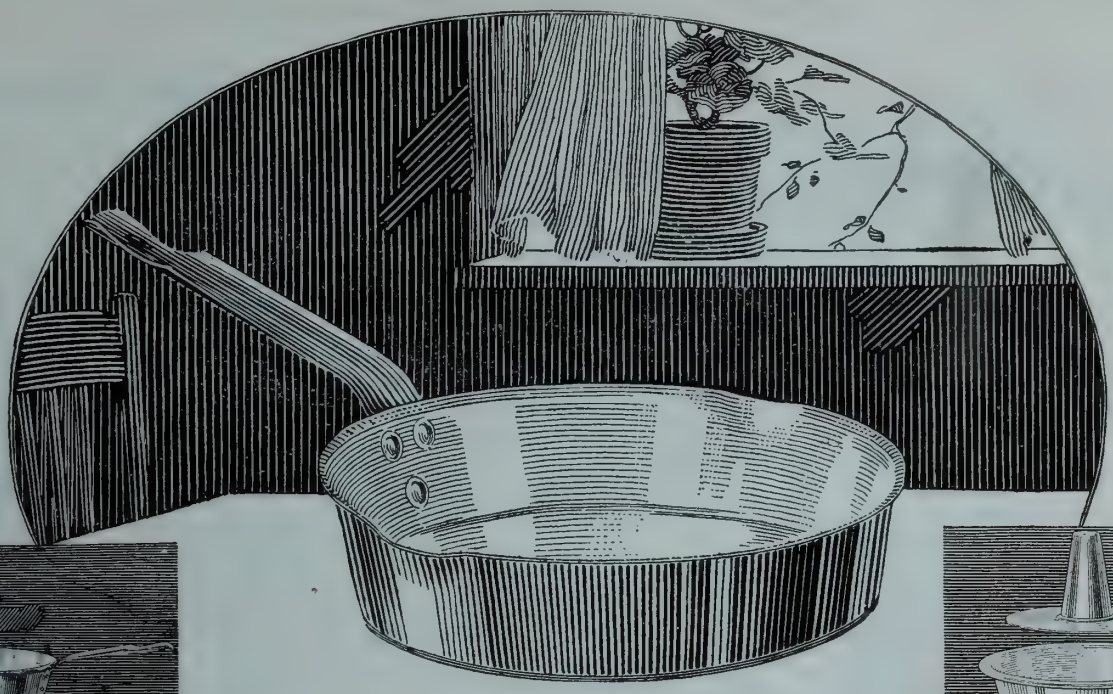
Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

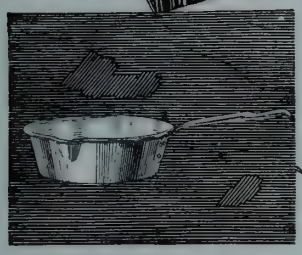
Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

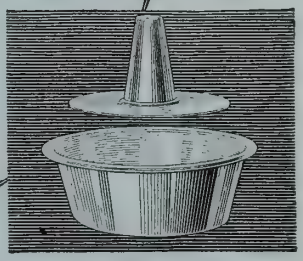
Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

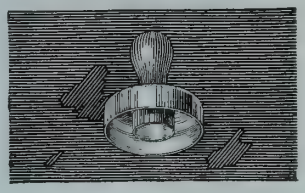
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

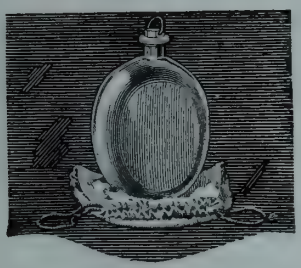


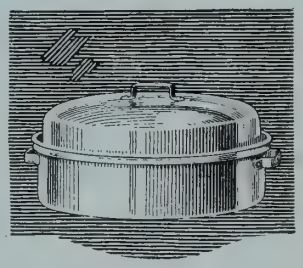












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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Curling Stones
The Winnipeg Paint & Glass Co., Limited, Winnipeg, Man.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

The Playtime

is a dolly-type washer which meets every demand for a combination hand and engine drive machine.



It especially appeals to up-to-date farmers who are not yet prepared to invest in the higher-priced "Seafoam" washing and wringing outfit.

Without alteration it can be belted to the flange fitted on fly-wheel. Should the power stop at any time it is ready for hand use.

The cover can be raised and lowered without removing the belt.

Tub is made of Cypress, corrugated and waterproofed inside, heavily hooped and durably finished. Its reputation has been established for some years.

Remarkably low in price.

Descriptive folder on request.

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HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.



Advertising that reaches *your* customers

This year's advertising of the famous Barrett Products will cover Canada like a blanket.

35,000,000 Advertisements. Think of it!

And they will reach consumers of every class, all over the Dominion:

6,500,000 advertisements in leading farm papers going to the farmers of Central and Western Canada. (12 issues, 545,000 circulation each issue)

5,750,000 advertisements in weekly newspapers going to farms and small towns of Quebec and Maritime Provinces. (28 issues, 206,000 circulation each issue)

23,500,000 advertisements in Montreal daily newspapers, covering Montreal City and adjacent territory. (Twice a week, 251,000 circulation each issue)

250,000 advertisements in leading technical magazines reaching railroads, manufacturers, contractors and other large consumers. (12 issues, 20,500 circulation each issue)

These advertisements will be attractive in appearance and filled with strong selling arguments. They will tell why Barrett Products are superior to all others—why they give unfailing satisfaction and save money for the user.

They will bring a big volume of new business to every dealer who is ready to supply the demand.

This is an opportunity you can't afford to miss. If you have not already received a copy of our latest Price List, write for it today.

The well known Barrett Products which will be featured in our big consumer advertising campaign, include:

Everjet Elastic Carbon Paint
Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Liquid Elastigum
Creonoid (Fly Oil) Cow Spray and Lice Destroyer

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

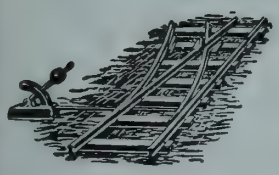
Locks
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

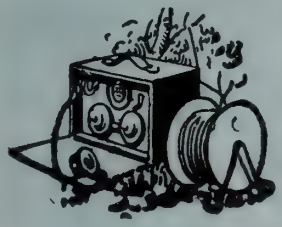
AVAILABLE FOR EXPORT

of

ENGINEERING STORES











Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Agricultural Machinery

Aircraft

Furniture

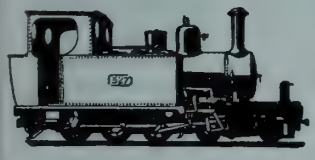
Textiles and Clothing

Boots and Leather Equipment

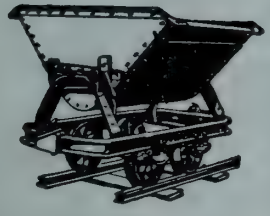
Motor Boats, etc., etc.

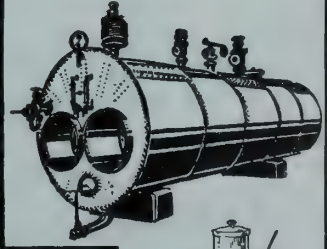








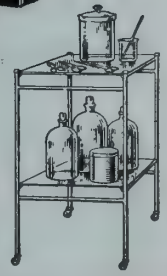






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Wood Vallance, Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS

COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Beard and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

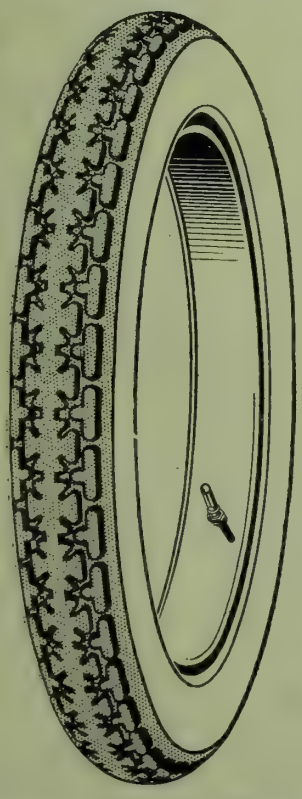
Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

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to the record made by "Gutta Percha" Tires in 1921. Probably no tire anywhere at any time ever reached a higher achievement. ENDURANCE seems so thoroughly impregnated into every atom of its composition, that it now stands out—distinct—as the **most enduring** tire **on the market.**

Dealers who know the advantage of selling an **entirely satisfactory** tire, will be glad to stock up strong on "Gutta Percha" lines this season.

"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber Limited

HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Canadian Cities

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Cavershill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

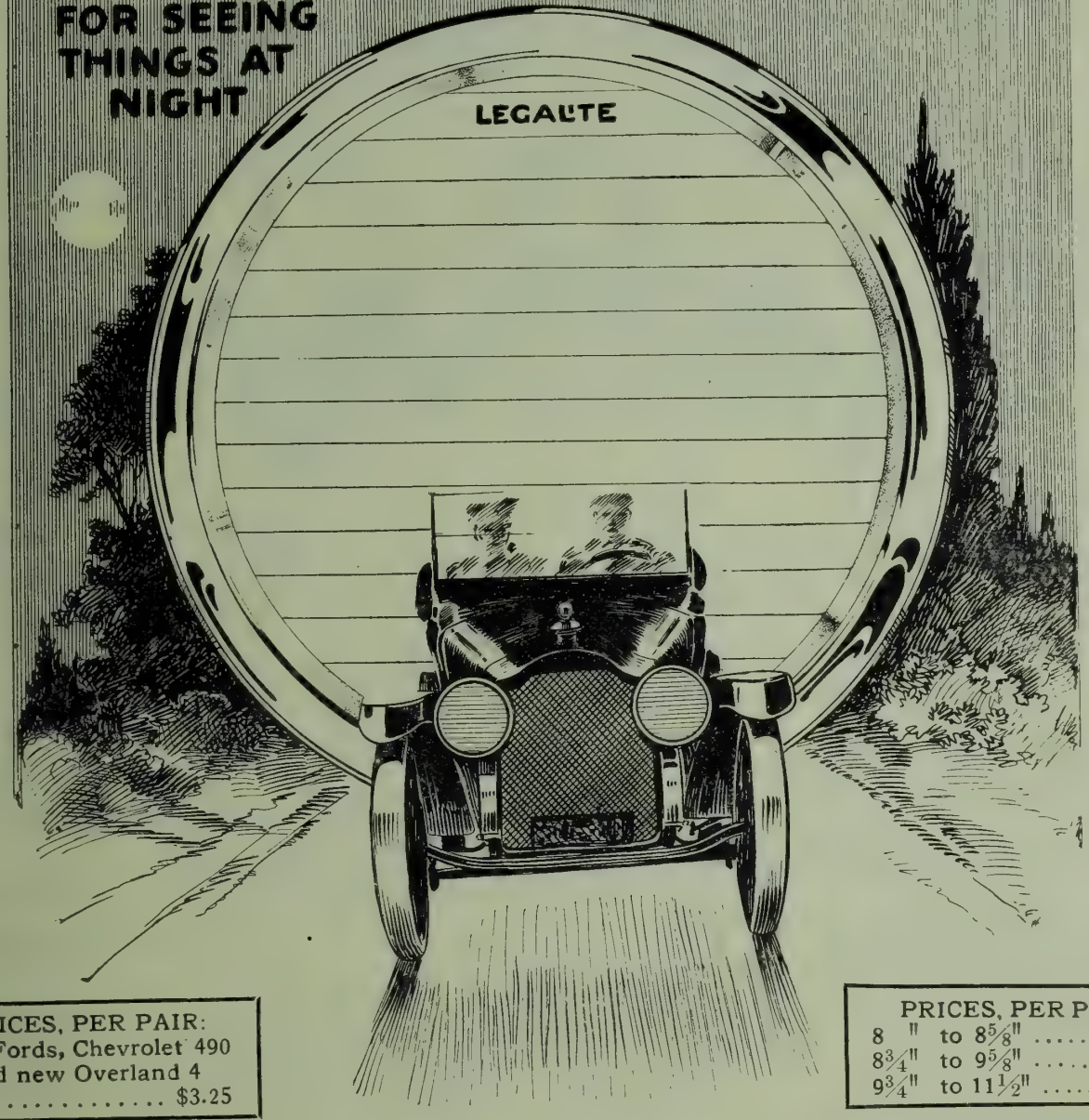
Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Cavershill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

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PRICES, PER PAIR:
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January, 1921, will see the law against glaring headlights rigidly enforced. No motorist will be allowed to drive his car unless it is equipped with Government-approved lenses.

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Every passenger car, truck or commercial vehicle in Ontario will be compelled to carry legal, non-glare lens before the new licenses are issued.

Motorists will be asked whether their cars are equipped with approved lenses and what make. Think of the business possibilities the 150,000 motor-driven vehicles in Ontario offer you! Get your stock of Legalite Lenses at once and prepare for big business.

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Shuter and Victoria Sts., Toronto, Ontario

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Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg Co., Winnipeg Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

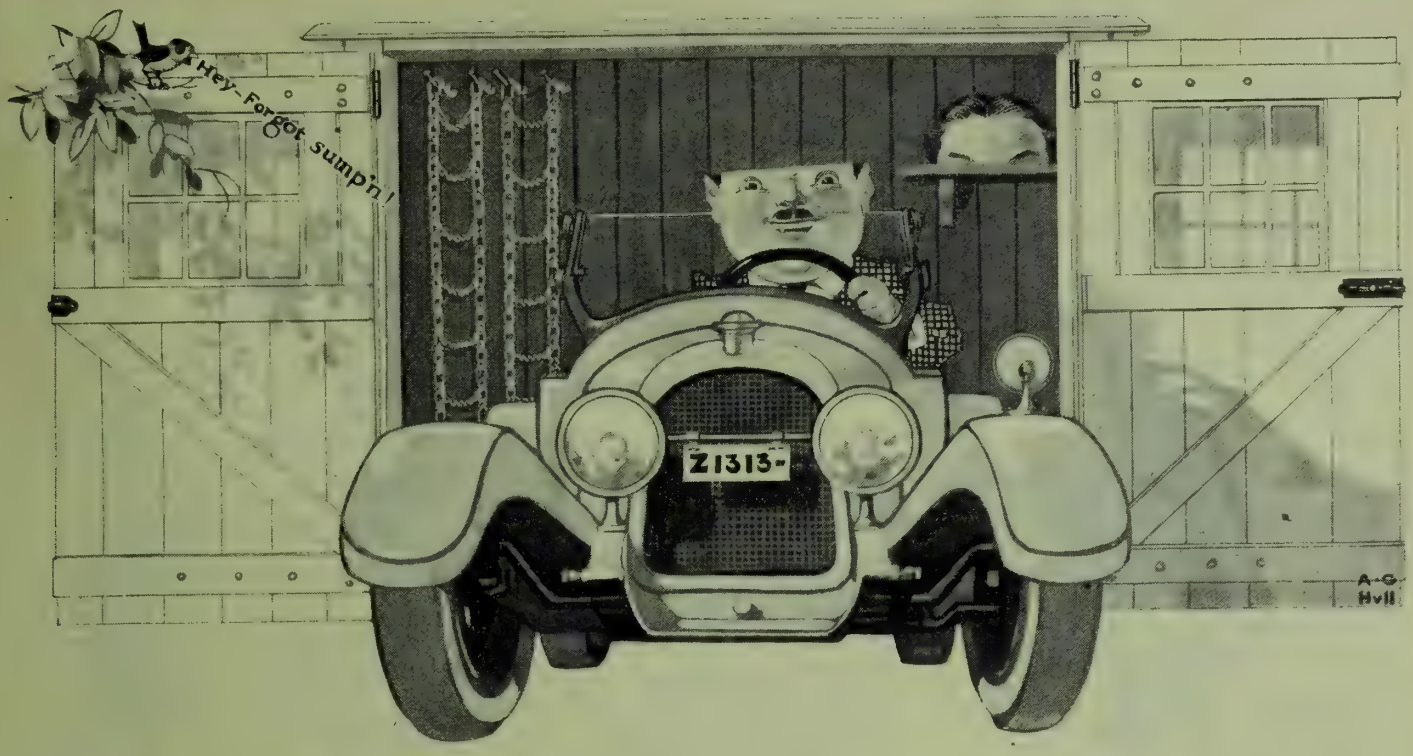
Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.



Don't Leave Them Behind

Brains and _Chains_ must be _used_ for the safe operation of automobiles.

PRACTICALLY every car in operation has *Weed Tire Chains* —in the garage. Even the novice knows there are times when he cannot drive safely without them. The trouble comes in making drivers *think* to always carry them in their cars and *think* to put them on the tires "at the first drop of rain."

Give your *Weed Tire Chains* a chance to perform their mission. Don't leave them in the garage. Carry them with you and put them on the tires *before* the elements whip the streets into black deadly skidways.

Only a moment of your time and their steel forged protection will be securely *chaining your car to safety.*

Weed Tire Chains

on your tires reflect your prudence and intelligence.



MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains

DOMINION CHAIN COMPANY, Limited

Niagara Falls, Ontario, Canada

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.



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White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Stove Mica

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

All sizes of Clear Mica in stock for immediate shipment.

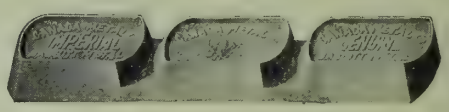
Manufacturers of Mica Insulation.

Price List on Application

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

BABBITT METALS



Imperial Genuine

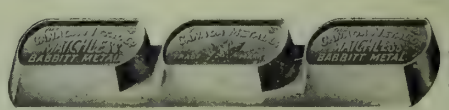
Made for extra heavy duty, such as Main Bearings on Turbine Generators, Calender Rolls in Pulp Mills, is specially adapted for Marine Engines.



HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

If what you need is not advertised, consult our Buyers' Directory and write advert answered.

RAJAH
SPARK PLUGS



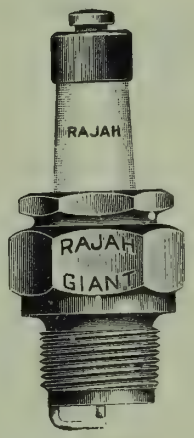
½" No. 2.

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .60

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.

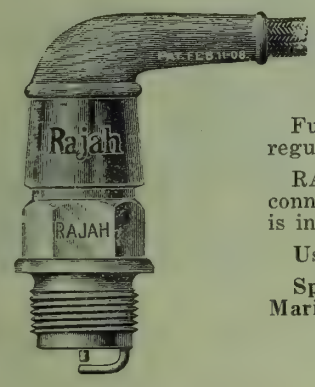


⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—Firing point 1¼". A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.

Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .70



THE NEW WATERPROOF SHOCKPROOF, BREAKPROOF, DUSTPROOF RAJAH PLUG

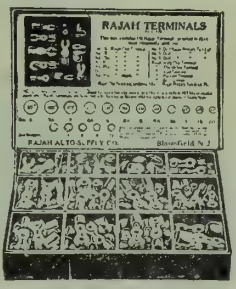
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.75
Price, Porcelain ..... .60



Box Assortment Rajah Terminals

A very attractive silent salesman



Rajah Regular Clip Terminal
Fits any size cable



Rajah Hook Clip Terminal



Rajah Short Clip Terminal



Rajah Primary Terminal



THUMB NUT

With all Rajah plugs, unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables.

TO JOBBERS: We will gladly furnish further information.

Electros in appropriate sizes for newspaper and catalog use supplied on request.

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RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

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The Motor Car Supply Co.
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About Tires

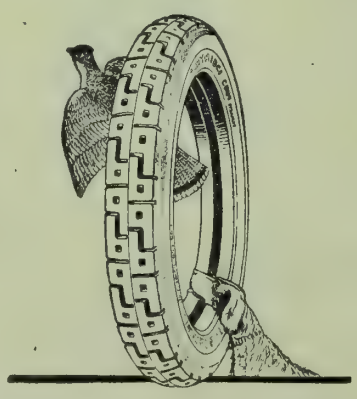
To the Dealer—

All are agreed that the tire business is quiet—so quiet that many tire factories are either closed down or operating at minimum production. If this condition of affairs is permitted to continue, what will happen to the tire business of 1921?

Exactly this: Until you place your Spring orders, tire factories will continue to lag along, without the guidance of your specifications in their manufacturing. With an open Winter such as to date, and a reasonably early Spring, terrific inroads will have been made on present stocks of tires by late Spring. When the Summer rush of 1921 sets in, there is grave danger of a shortage of Tires, and much lost business will ensue, as a result. No manufacturer can handle more than so much eleventh hour business, and we urge that you protect yourself against a situation such as outlined.

Prices of tires to-day are less than one-half of one per cent. over pre-war figures: They cannot drop still lower, as the greatly increased cost of labor over pre-war days, combined with far higher overhead costs, will not permit this.

Partridge Tires and the Partridge Rubber Company are operating in your best interests — but we must know your requirements in time to serve you well.



The F. E. Partridge Rubber Co., Ltd.

Guelph - - - Ontario

"Partridge Tires—Game as Their Name"

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Trout and Salmon Flies Are Scarce



A Sign of Quality

Production since the war has yet to catch up to the world demand for good English-made trout and salmon flies. We can take care of your order, if you send it now.

We'll choose your assortment according to the needs of your district if you care to leave it to us.



A Sign of Quality

Note.—We specialize on rod-repairing.

Allcock, Laight and Westwood Co. Limited

Tackle Exclusively **Established 1800**

Canadian Headquarters for High-Grade English and American Fishing Tackle

70 King St. West - Toronto, Ont.

Branches throughout the World.



Have You Had Trouble With Your Tires?

MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by

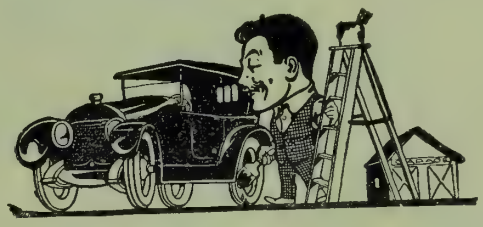
A. Schrader's Son, Inc.

334 East King Street, Toronto

London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE

It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.

FORT ERIE, CAN.

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EVEREADY DAYLO

We Supply All Daylos, Batteries, etc., by Return Delivery
All Orders Receive Special Attention

EVEREADY is our motto where it concerns DAYLO

EVEREADY DAYLO

SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

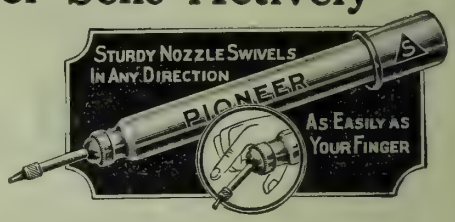
Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co *Limited*
Hamilton Canada

Pioneer Sells Actively

The Most Easily Handled Gun—It's Lubricating Convenience!



Those "hard-to-get-at" places of the car are easily reached with Pioneer's patented ball-joint nozzle.

The joint collar unscrews for heavy grease; combination tip for light oil or grease.

Sturdy construction—seamless steel tubing, double cowhide washer, easy-gripping handle. Brass plated. Length 15 inches.

STEVENS & COMPANY
375 Broadway New York

Through your jobber—his service is coming

STEVENS S NEW YORK



OUR SPECIALTY

This knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blades instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

T.E. ROWBOTHAM & SON
Globe Works, Penistone Rd.
SHEFFIELD

SHEFFIELD CUTLERY

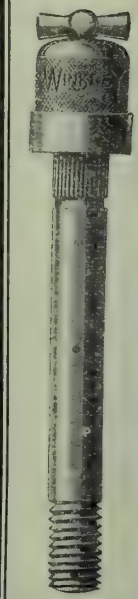
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Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

SHEFFIELD Estab'd. 114 Years AND WOLVERHAMPTON **ENGLAND**

Representatives: Harry F. Moulden & Son, Winnipeg

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

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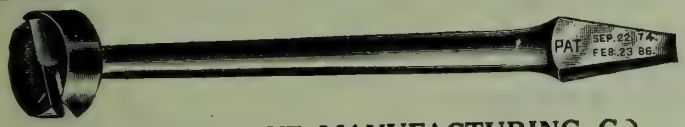
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SELL NORTHLAND SKIS

Let Your Sales Make a Record Jump

These famous world's-record making skis sell quickly, pay you a liberal profit and make satisfied customers. Stock up now. We can ship promptly.

Northland Ski Mfg. Co.
St. Paul, Minn.



FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

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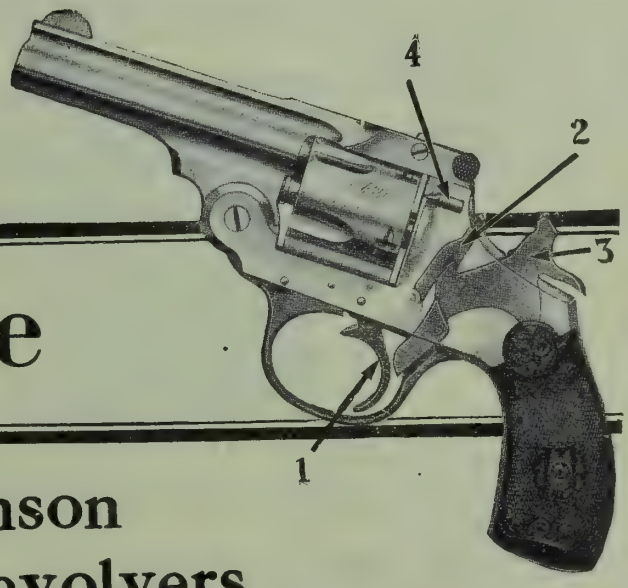
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"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

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The Feature

that Sells Iver Johnson Safety Automatic Revolvers

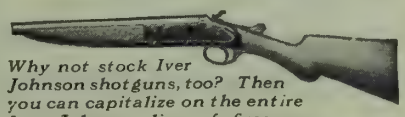
The only way to discharge an Iver Johnson is to pull the trigger (1) all the way back; this action raises the lifter (2), which forces hammer (3) to cocking position. When lifter is at its highest point the hammer covers the firing-pin (4). At this position the hammer is released, striking the lifter, which in turn strikes the firing-pin, driving it into the cartridge.

No impact can force the hammer against the firing-pin—thus the world-famous slogan "Hammer the Hammer."

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End This Extravagance, Says Mackenzie King in MACLEAN'S

"There is the greatest need for an end to extravagance, and for the exercise of the strictest economy in the administration of public affairs," says W. L. Mackenzie King in the January 15th issue of MACLEAN'S.

HE adds, further: "The first aim of the Liberal party in Canada to-day is to bring about such co-operation and co-ordination of effort among men and women of liberal aims"—(a small "l" please note)—"and aspirations as will ensure defeat of the combined forces of a reactionary Government, and make possible, in matters of Government, the re-assertion and ultimate triumph of liberal" — (still a small "l")—"principles and policies."

Is This a Message to Mr. Crerar?
Is This a Plea for Union of Farmers and Liberals?

Other Big Features in January 15th MACLEAN'S

There are fifteen other big feature articles, serials, short fiction and regular departments. These include:

"The Human Speedometer"
By Charles Christopher Jenkins.
The story of a Canadian who "times" race-horses as a profession.

"The Hat" By Frederick Niven.
A vivid word-picture of a feature of our West which strikes this war correspondent.

"My Flirtation Ends"
By Mrs. "Margot" Asquith.
Wife of former Premier of Great Britain tells how her eight years' dalliance with Peter ends.

"Our Lost Immigrants" By Miss Agnes C. Laut.
She tells some cold, hard facts, and explains why hundreds of thousands left Canada.

"Scarlet and Gold"
By Colonel George Ham.
Who gives here a few chapters from the romantic history of the Royal North West Mounted Police in earlier days.

"Paying the Doctor to Keep You Well"
By Ethel M. Chapman.
A worth-while and timely article, depicting the work of the Life Protective Association.

"A Canadian Child Poet"
A little bit about twelve-year-old Miss Rae Maltby Verrill, of British Columbia, whose work seems to show promising talent.

Interesting Fiction

"The Big Time Man"
By C. W. Stephens.
A bottling-business romance.

"The Act of God"
By Beatrice Heron-Maxwell.
A near-murderer's escape.

"Jane Ann's Rival, Mabel"
By Archie McKishnie.
A Lenix Ballister episode.

"The City of Peril"
By Arthur Stringer.
A romantic, Bolshevistic serial.

Review of Reviews

The Cream of the World's Literature:

"The Dreamer in the Kremlin."—H. G. Wells.

"Chaplin Prey to 'Blues'."—Benjamin de Casseres.

"Which Labor Policy?"—Wm. B. Dickson.

"How Militarist is Japan?"—Quarterly Review.

"Trapping an Elephant Herd."—Charles Mayer.

"Why Not Tax Bromides?"—Henry Arthur Jones.

"Trotzky, a Human Dynamo."—Francis McCullagh.

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If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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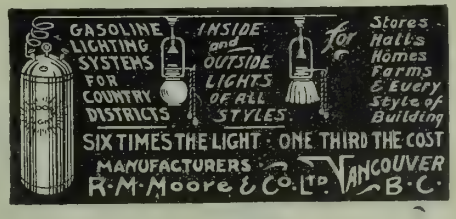
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INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co. 109
Arnett, Thos. Lewis 85
Alluminum Goods Mfg. Co... 87
Allcock Laight & Westwood Co., Ltd. 105
Ashdown Hardware Co., J. H. 81
Atkins & Co., E. C. 27
Auto Specialties Mfg. Co. ... 105
Atlas Iron & Metal Co. 30

B

Barnett Co., G. & H. 77
Barrett Co., The 91
Barton Netting Co. 24
Beatty Bros 73
Bemis & Call Hdwe. & Tool Co. 109
Berry Bros. 63
Boeckh Co., Ltd., The 61
Butterfield & Co. 10
Butler, Geo., & Co. 31
Brett Mfg. Co., Limited 82

C

Calander Mfg. Co., John 85
Cameron & Co. 111
Canadian Die Casting Co. ... 111
Can. Foundries & Forgings, Ltd. 26
Canada Metal Co. 69-109-102
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. 30
Canadian Tube & Iron 28
Canadian Winkley Co., Ltd. .. 106
Cane & Sons, William 30
Cannon Oiler Co. (successors to R. C. Bloomer) 110
Carswell, Morris & Co. 109
Carter White Lead Co., Ltd. .. 69
Caverhill Learmont Co., Ltd... 32
Chamberlain Desolvo Co. 109
Channel Chemical Co. Inside front cover
Clemson Bros., Inc. 16-17
Chicago Flexible Shaft Co. 7
Coghlin, Ltd., B. J. 106

D

Davidson Mfg. Co., The Thos .. 18
Diamond Saw & Stamping Wks 111
Dominion Belting Co. 106
Disston, Henry & Sons, Ltd. .. 1
Dominion Chains Co., Ltd. .. 101
Dominion Sheet Metal Corp. .. 75
Doon Twines, Ltd. 111
Dowswell, Lees & Co. 89

E

Eddy, E. B., Co. 15

F

Fittings, Limited 109

G

Gendron Mfg. Co. 20
Glidden Co., The 59
Graham Nail Works, The 95
Great Western Smelting & Refining Co. 85
Greenfield Tap & Die Corp. .. 5
Guelph Spring & Axle Co. .. 111
Gutta Percha & Rubber Co..... 97

H

Hamilton Stamp & Stencil Works 111
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 77
Hutton & Co., James 107
Hyslop Bros. 99

I

Ingersoll File Co., Ltd. 12
Imperial Oil Co., Ltd. 4
Iver Johnson's Arms & Cycle Works 107

J

Jacobs Mfg. Co. 25
Jardine & Co., A. B. 28
Jennings Mfg. Co., Russell... 111
Jenkins Bros., Ltd. 25

K

Kinread, R. R. 82

L

Laidlaw Bale Tie Co. 30
Lamplough & Co., F. W. 24
Leslie, A. C., & Co. 34
Landers, Frary & Clark 2
London Rolling Mill Co. 69
Lufkin Rule Co., of Can., Ltd. 112

M

Manning Hinton & Brissenden 111
McArthur & Co., Alex. 29
McDougall & Co., R. 95
Mica Co., of Canada 102
Ministry of Munitions 93
Morrison, Jas., Brass Co. 21
Moore & Co., Ltd., R. M. 111
Moore & Co., Ltd., Benjamin 65
Myers & Bros., F. E. 85

N

National Cash Register Co. .. 4
Nagle Mfg. Co., H. 20
Niagara Falls Metal Stamping Works 28
Nicholson File Co. 27
Northern Electric Co., Ltd. .. 111
Northland Ski Co. 107
Nova Scotia Steel & Coal Co. 69
North Star Oil Refining Co... 82

O

Oakey & Sons, Ltd., John ... 104
O-Rib-O Mfg. Co. 82
Owen Sound Wire Fence Co., Ltd. 111

P

Pratt & Lambert, Inc. 71
Partridge Rubber Co., Ltd.... 104
Parmenter, Bullock & Co. ... 20
Pink Co., Thos. 22
Progressive Mfg. Co. 107

Q

Quality Tool Works 19

R

Ramsay & Sons Co. 67
Rajah Auto Supply Co. 103
Reed & Co., Geo. W. 30
Rock Island Mfg. Co. 31
Rideau Specialty Co. 111
Rice Lewis & Son, Ltd. 106
Rowbotham, T. E. & Son. ... 106

S

Saskatchewan Glass & Supply Co., Ltd. 82
Sand Sons, J. 107
Schrader & Son, A. 105
Shurly Co., T. F. 24
Sheet Metal Products, Limited 11
Shurly, Dietrich Co. 22
Sherwin-Williams Co. 67
Sheffield Twist Drill Co. 31
Spielman Agencies, Ltd. 106
Starrett & Co., L. S. 13
Star Mfg. Co. 69
Steel Company of Canada ...9-12
Steel Trough & Machine Co., Ltd. 31
Stephens, G. F. & Co. 76
Stevens & Company 106
Still Mfg. Co., J. H. 95

T

Toronto Plate Glass Import Co. 77
Trees & Co., Samuel 21
Taylor-Forbes Co., Ltd. 18
Turner, J. J. & Sons, Ltd. ... 29

U

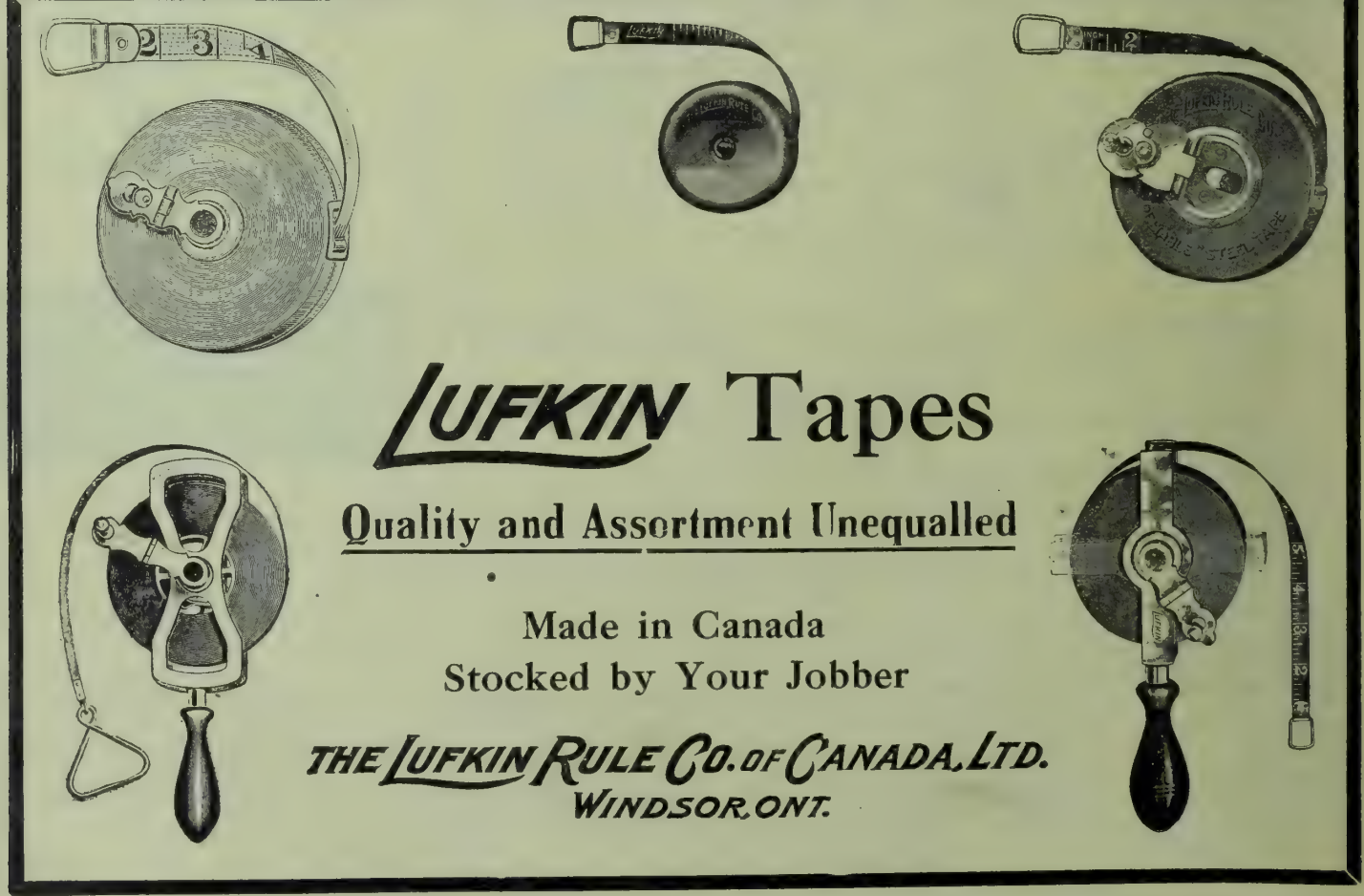
Union Iron & Metal Co. 28
United States Sand Paper Co. 24
Unique Rapid Plant Setter Co. 29

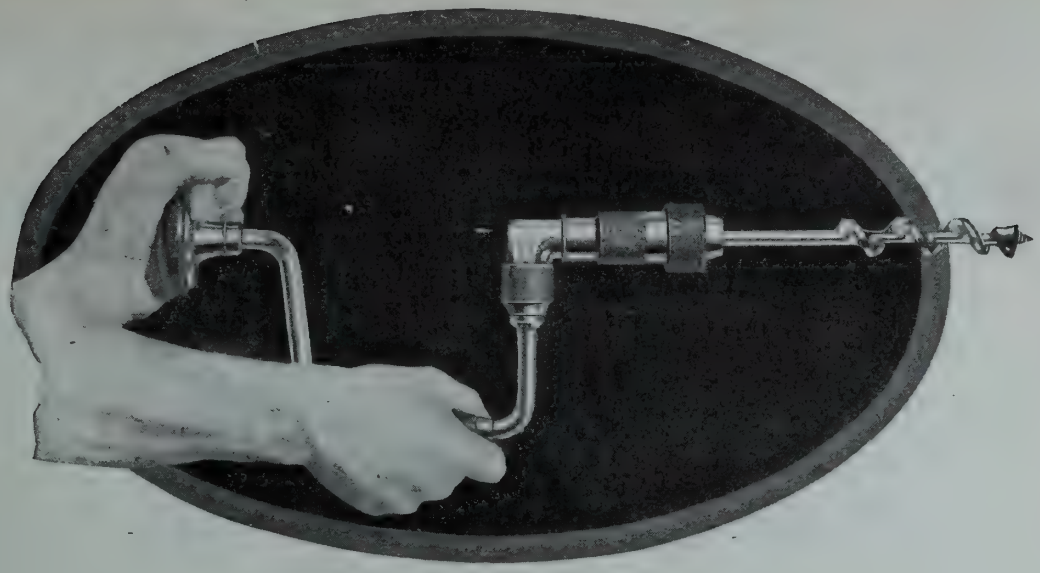
V

Vol-Peek Mfg. Co. 20

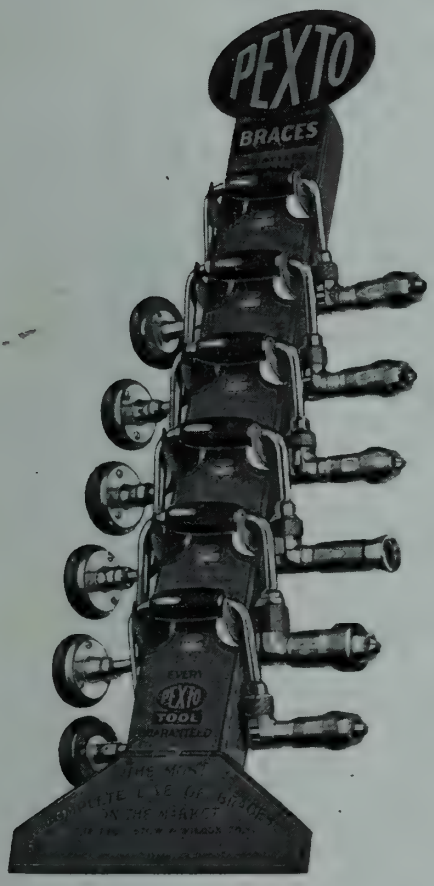
W

Wausau Abrasives 111
Want Ad. Page 110
Westco Pumps, Ltd. 23
Western Hardware Mfg. Co. .. 22
Wilckes-Martin-Wilckes 111
Wiebusch & Hilger, Ltd. 34
Whites, Limited 8
Wilkinson & Kompass 109
Winnipeg Paint & Glass Co. .. 85
Woods Mfg. Co. 20
Wood, Vallance, Ltd. 33
Woods & Co., Walter 29
Wrought Washer Mfg. Co. ... 95
Wright, E. T., Co. 22





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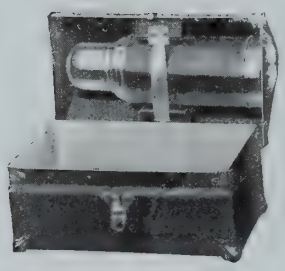
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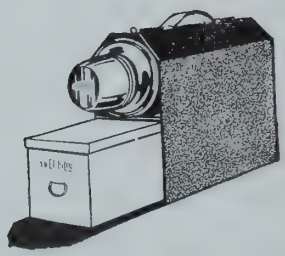
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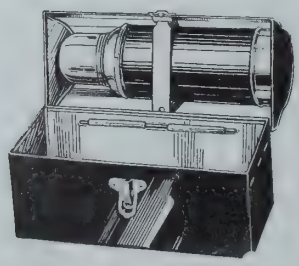
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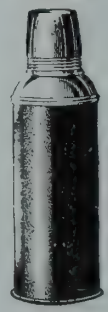
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PUBLICATION OFFICE: TORONTO, CANADA



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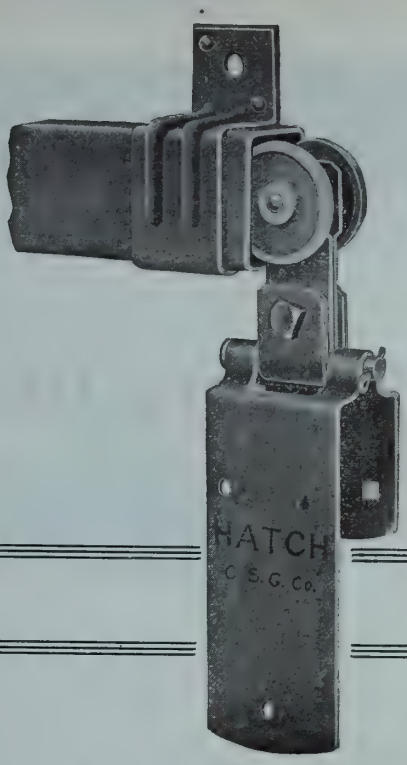
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The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

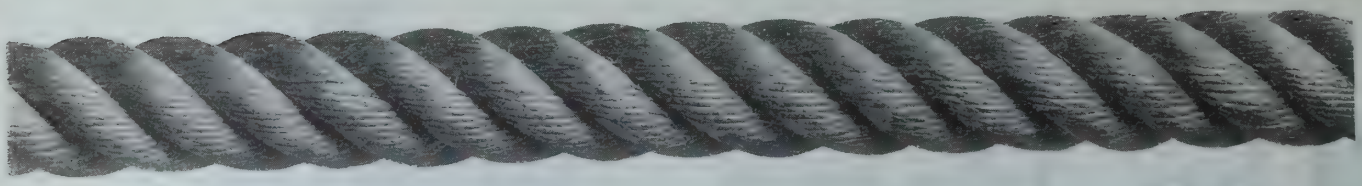
A s m o o t h, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



"If I Were to Use It Myself!"

The one safe guide in buying is the question, "If I were to use it myself, would I buy this?"

A man who buys on this basis usually keeps his old customers and attracts more.

Most hardware men who adopt this creed sell Plymouth--"The Rope You Can Trust."

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co.,
Limited
Toronto, Canada *Canadian Sales Agents*

5-27

PLYMOUTH ROPE

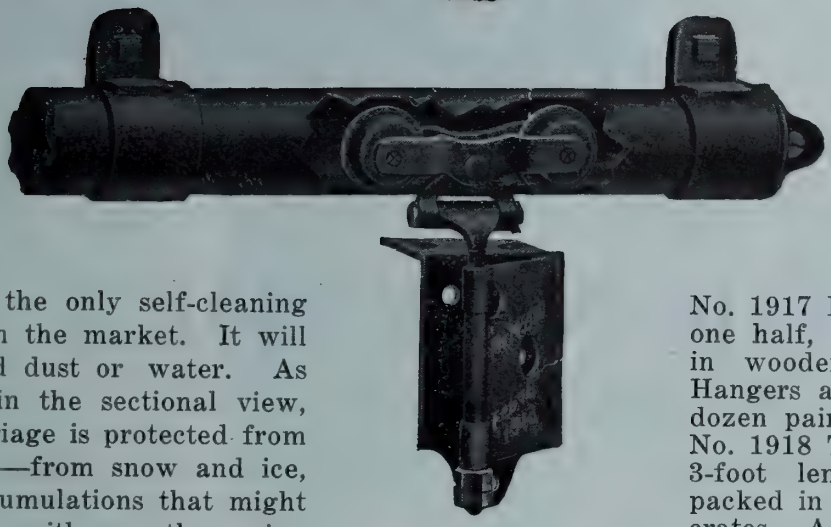
If interested tear out this page and place with letters to be answered.

Sell Round Trolley Hangers

Eliminate Snow and Ice Troubles



No. 1917 Hanger with
No. 1918 Track and Brackets



No. 1918 Flush Hanger
No. 1918 Track and Brackets

This is the only self-cleaning track on the market. It will not hold dust or water. As shown in the sectional view, the carriage is protected from weather—from snow and ice, and accumulations that might interfere with smooth-running of the hanger in its track.

No. 1917 Hangers are packed one half, or one dozen, pairs in wooden case. No. 1918 Hangers are packed one half dozen pairs in wooden case. No. 1918 Track is supplied in 3-foot lengths only. It is packed in 48-inch and 60-foot crates. A complete catalogue will show you many other good sellers in the S. & B. line.

N. Slater Company, Limited

Hamilton, Ontario

Successors to

Slater & Barnard, Limited

Representatives:

N. J. DINNEN	A. T. CHAMBERS	T. MORTIMER & CO.	H. E. O. BULL
Winnipeg, Man.	Vancouver, B.C.	Toronto	Montreal, Que.

Ask for the complete catalogue

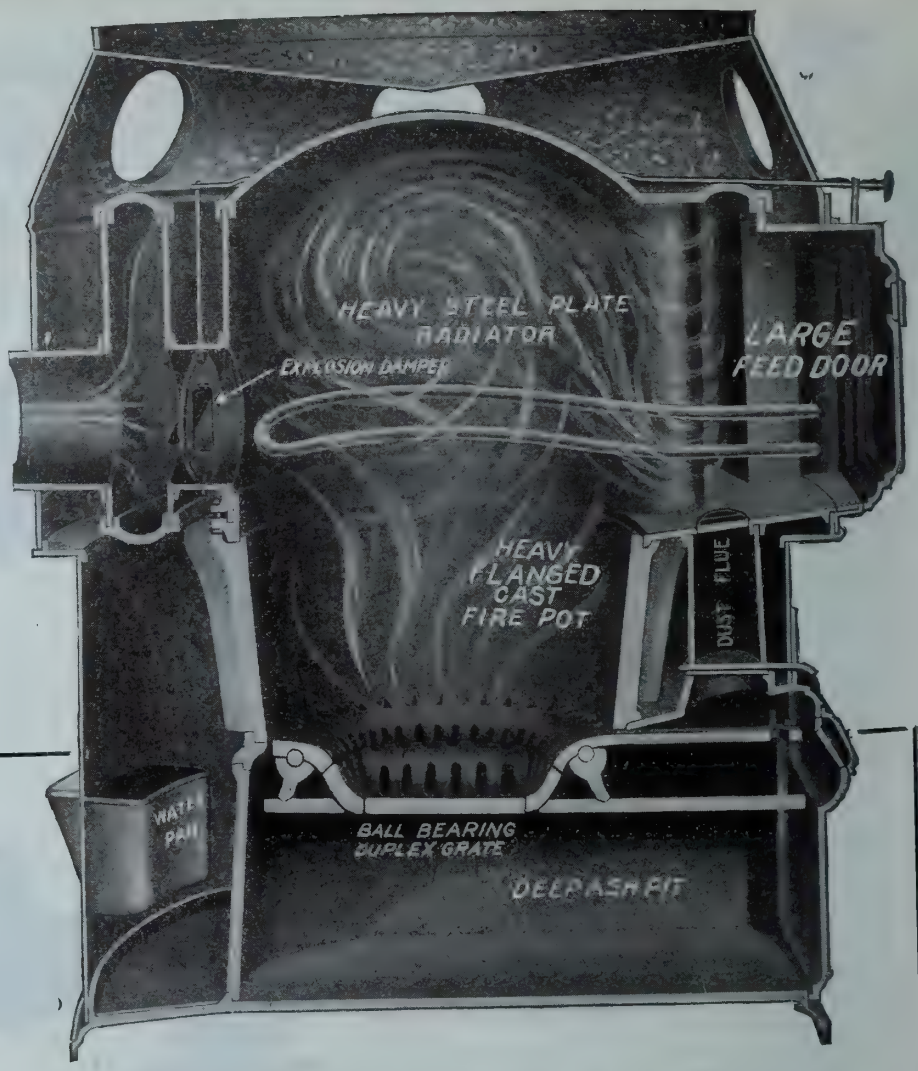
If interested tear out this page and place with letters to be answered.

Never Had To Sift Ashes

Gentlemen:—

My house is heated with a No. 520 "NEW IDEA" Furnace. It has been in use several years and is still giving me satisfaction. I have found it economical on fuel and the grates are so easy to operate. Being Duplex working on ball bearings, I have never had to sift the ashes or worry over the clinkers. It has not cost me a cent for repairs.

JAMES CHALMERS,
General Merchant,
Shelburne.



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

AGENTS FOR BUILDERS' HARDWARE

HARRY C. MOULDEN & SON - CONFEDERATION LIFE BLDG., WINNIPEG
STOVE AND FURNACE BRANCH—F. C. MOORE, 134½ HIGGINS AVE., WINNIPEG
MR. W. G. CHESTER - - - - - - - HAMILTON STREET, VANCOUVER

If interested tear out this page and place with letters to be answered.

Canadian Lines that Reduce the High Cost of Living



Maxwell

The Products described and illustrated on this page compare more than favorably with imported lines, both as regards quality and price, independent of the saving in exchange and benefit of supporting a Canadian industry.

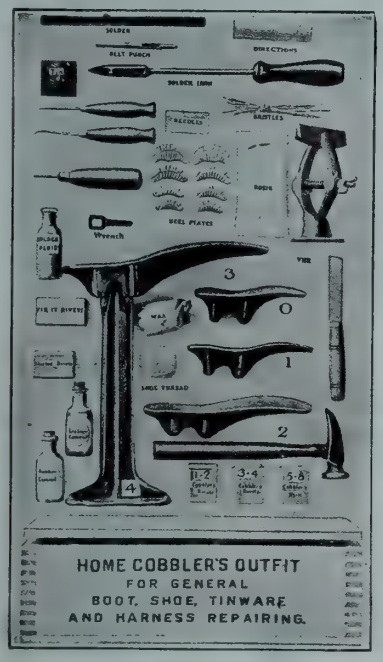


The value of a food chopper is only appreciated fully by users. It is reasonable to suppose every family without a chopper is a prospective buyer and with certain facts clearly told them many will buy one.

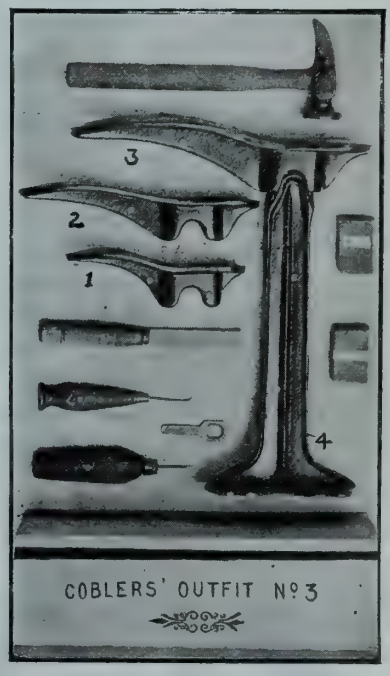


Cheaper meat cuts can be put through these machines and not only made as palatable but infinitely more nourishing than the expensive fancy cuts.

For grinding bread, chopping meat, fruits, vegetables, suet, etc., these machines are without equal. The assortment of cutting plates are well tempered steel and execute the work quickly and easily.



There is a Maxwell Chopper for the largest or smallest family requirements. One or two of these prominently placed in your store will return many enquiries and with your help close many a sale.

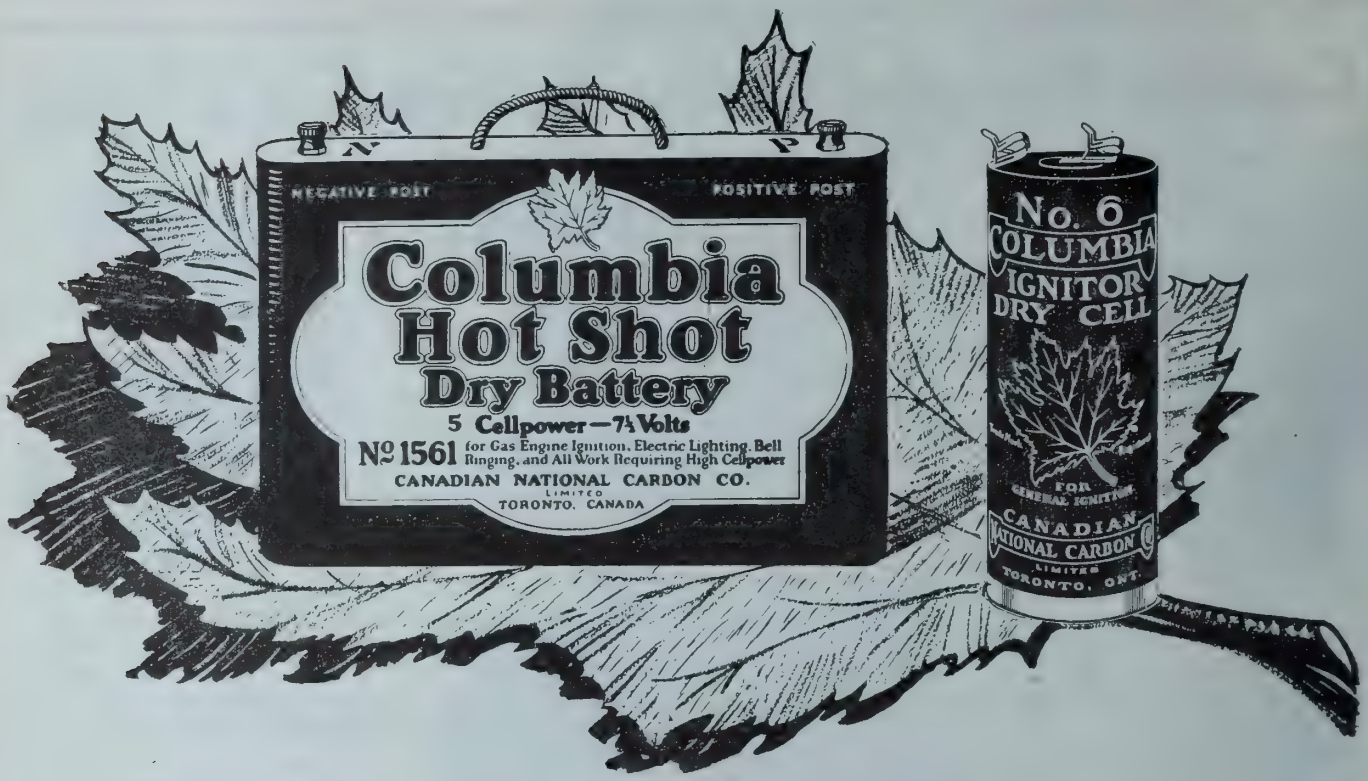


Have you ever considered the number of people in your district who could use a Cobbler's Outfit? The Home Set illustrated above consists of a complete set of tools for repairing tinware, boots, shoes and harness, right in the home. One or two small jobs a year and the outfit has paid for itself, besides saving trouble and inconvenience. The No. 3 set includes only the boot, shoe and harness repairing tools. A lively demand for these lines has been created by dealers showing them to customers. They are a profitable proposition for you.

TO ANY POINT, WE CAN MAKE IMMEDIATE SHIPMENT.

MAXWELLS LIMITED **ST. MARYS, ONT.**

If interested tear out this page and place with letters to be answered.



The Maple Leaf is the sign of excellence on Columbia Dry Batteries. The consumer remembers this trade mark whenever he thinks of batteries for his doorbell, buzzer, tractor, stationary gas engine, motor boat, or any other use

for the Dealer's Convenience

It's so easy to specify "Assortment C1" and get—

50 No. 6 Ignitors
6 No. 1461 Hot Shots
2 No. 1561 Hot Shots
2 No. 1562 Hot Shots
1 No. 1662 Hot Shots

or "Assortment C2" and get—

50 No. 6 Ignitors
12 No. 1461 Hot Shots

or "Assortment C3" and get—

50 No. 6 Ignitors
6 No. 1562 Hot Shots
4 No. 1561 Hot Shots

Dealers like the "assortment" plan of ordering Columbia Dry Batteries, because it's so handy

MADE IN CANADA
CANADIAN NATIONAL CARBON CO., LIMITED
Toronto and Winnipeg

1142143

Columbia Dry Batteries

—they last longer

If interested tear out this page and place with letters to be answered.



The Tools You Display in Your Window

Week after week, month after month. year after year, we are telling your customers about Starrett Tools.

Exactly the same tools you display in your window and in your show case are pictured in the advertising pages of the magazines that Starrett Tool users read—the American Machinist, Canadian Machinery, Machinery, Popular Science Monthly, Popular Mechanics, etc.

Check your stock against the new Starrett Catalog No. 22 "M A" and be sure you have the tools these men need.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

STARRETT TOOLS — STARRETT HACK SAWS CUT QUICKER LAST LONGER

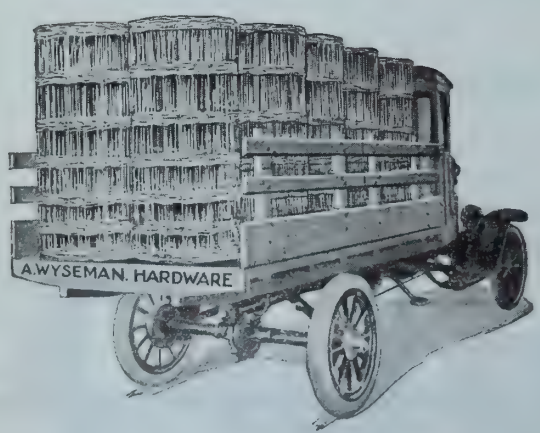
42-42

If interested tear out this page and place with letters to be answered.

Are You Getting Your Share?

FROST

FENCE



According to Government announcements, farmers are each year removing more and more of the old snake and stump fences and replacing them with fences of woven wire.

Are you getting your share of this wire fence business? Have you a type of wire fence in your store that you *know* will satisfy the needs of your farmer customers? Do you carry a line of Frost fences, or, if not, have you considered the advisability of handling the Frost Fence?

Frost Fences are the answer to the farmers' demand for a fence combining strength, appearance and economy. The wire is tough and strong, and the mesh is held together by the tight lock that grips as no other lock does. The stays are straight and evenly spaced, making a fence that is easy to stretch, and which stands straight as an arrow, and it is truly economical, for the wire used is full gauge No. 9—drawn in our own plant and heavily galvanized with high-grade spelter.

Hardwaremen realize the opportunities of expansion that come through handling a product of superior qualities.

Frost Steel and Wire Co., Ltd.

Hamilton, Ont.

Manufacturers of—

Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

Write for Catalogue.

If interested tear out this page and place with letters to be answered.

Westinghouse



Reliable—

Most important of all, Westinghouse Appliances are reliable.

The Westinghouse Type H Iron uses little current and uses that little to best advantage, centralizing it on the ironing surface.

All Westinghouse Appliances sell readily, for the Westinghouse reputation for reliability is world wide.

SERVICE

Dependable Repair Work—and no other kind is tolerated by the cautious operator of electrical apparatus—is the natural result when performed by factory-trained experts, supported by the engineering skill and manufacturing knowledge associated with the name—

WESTINGHOUSE

Prompt Repair Service has been assured to users of Westinghouse aparatus, by establishing at convenient points repair shops operated by the Company's Service Department, where repair work is executed with all possible despatch, consistent with the care that is observed in the various processes entering into work of this character.

Repair shops are located at—

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. W.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.
VANCOUVER—1090 Mainland St.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

If interested tear out this page and place with letters to be answered.

"GUTTA PERCHA" ACCESSORIES

"Gutta Percha" INNER TUBES

These tubes are made by the lamination process of the best material obtainable.

"Gutta Percha" BLOWOUT PATCHES

These patches have a smooth lining and the ends are feather edged to prevent the tube from being chafed or pinched.

"Gutta Percha" INTERLINERS

To strengthen weak spots in a worn casing. They add miles to the life of a tire and practically eliminate blowouts.

"Gutta Percha" LACE-ON BOOTS

Prevent cuts and breaks from extending further until a permanent repair can be made.

"Gutta Percha" WELDACUT

For permanently sealing small cuts in tires which prevents moisture from rotting the fabric.

"Gutta Percha"

TALC POWDER

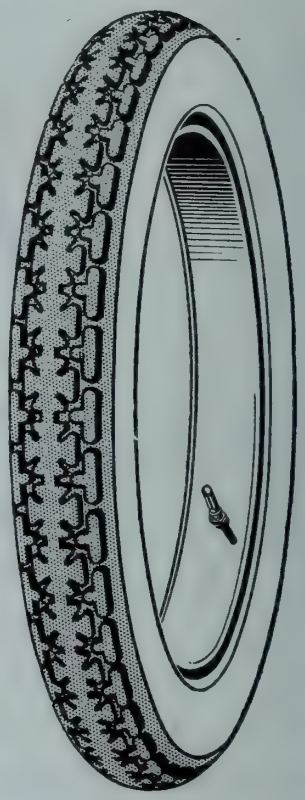
PEDAL RUBBERS

RADIATOR HOSE

CEMENTLESS PATCHES

RUNNING BOARD MATS

"GUTTA PERCHA" TIRES



"Gutta Percha" Cord and Fabric Tires, by reason of the extraordinary service they rendered in 1920, have gained the praise of the motoring public. Continued satisfactory service and the use of aggressive coast-to-coast advertising are creating an increased demand for these tires. They will ask **you** for these tires, Mr. Dealer. Have you ordered your stock yet?

"Gutta Percha" Tires and Accessories are well known for their quality. They require little selling effort and every sale will bring you the customer's good-will. There are liberal profits in our lines and we back the dealer with good advertising.

Gutta Percha & Rubber, Limited

Head Office and Factory: TORONTO

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

If interested tear out this page and place with letters to be answered.



For Three Generations
The First Choice
In the Tool Room and on the Manufacturing Floor

Brown & Sharpe

Machinists' Tools

Keep Catalog 28 at hand.
May we send you a copy?

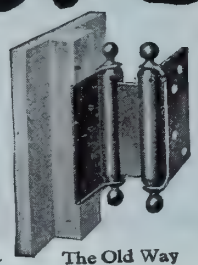
Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

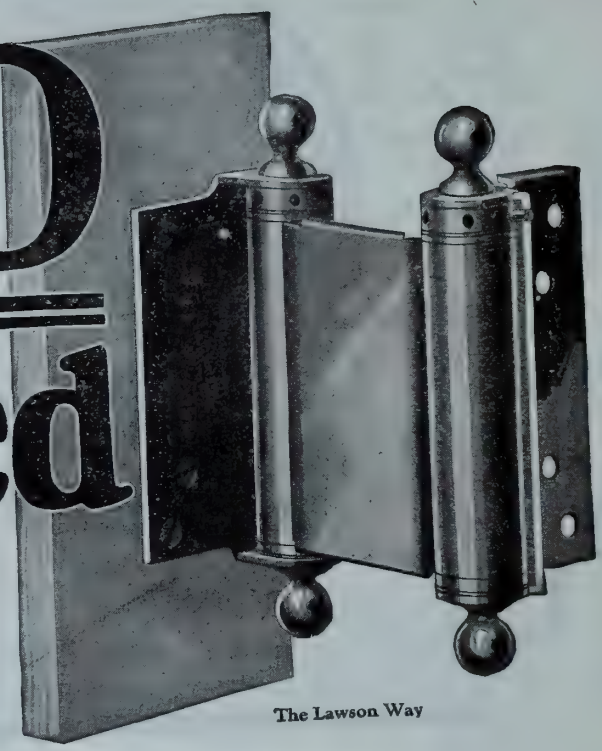
If interested tear out this page and place with letters to be answered.

$1.50 Saved

on the Hanging of Every



The Old Way



The Lawson Way

Lawson Nu Jamb Spring Hinge

LAWSON Nu Jamb Spring Hinges are applied directly to door jambs *without hanging strips*. No strips to buy, finish or mortise. The saving on each hanging is at least $1.50. Dealers everywhere prefer them. A Western dealer recently said:

"Since I've been showing LAWSON'S hinges, customers won't buy others. The hinge that requires no strips outsells all the others put together."

Stock LAWSON hinges, compare sales with ordinary hinges, note how easily they sell once you explain the direct-application feature, and you too will prefer to handle LAWSON'S hereafter.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

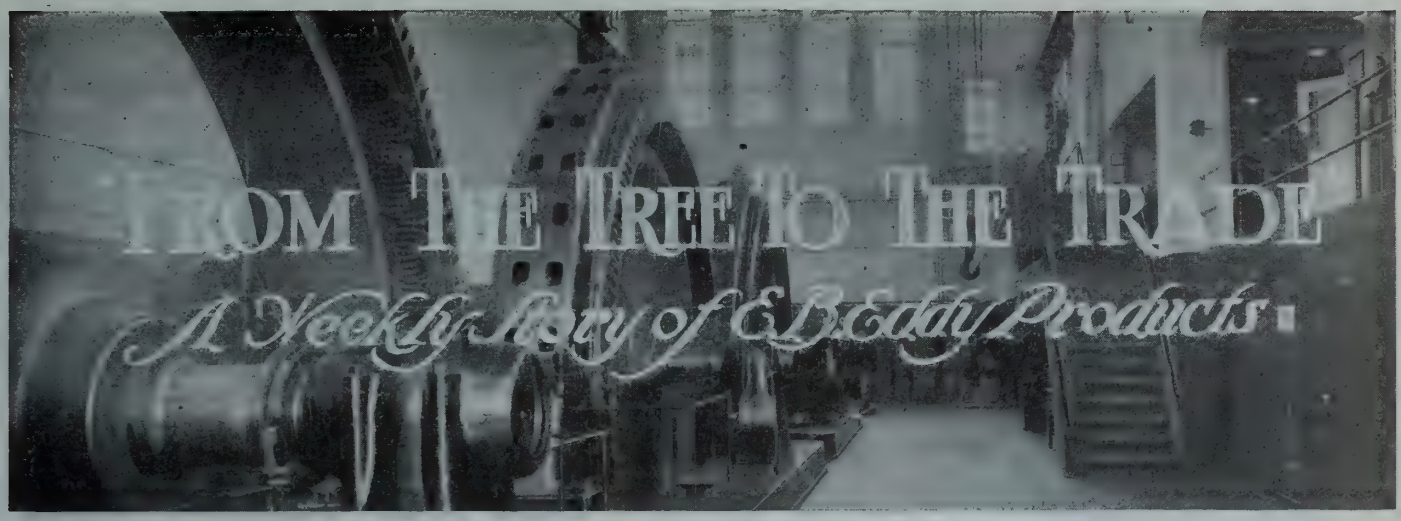
Lawson Manufacturing Company
Dept. 7761, 230 W. Superior St., Chicago, Ill.

Eastern Representative
John H. Graham & Co.
213 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

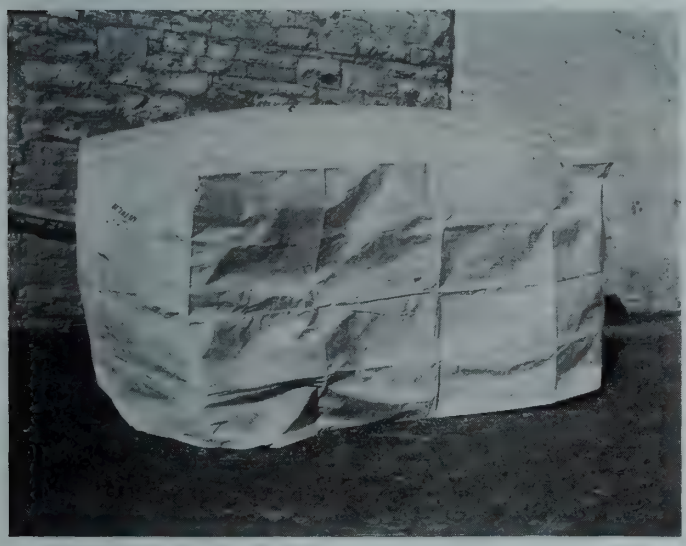
LAWSON

If interested tear out this page and place with letters to be answered.



Story for Week Dated January 29th, 1921 Being No. 42 in the Series

A Paper Bag Big Enough To Hold An Automobile

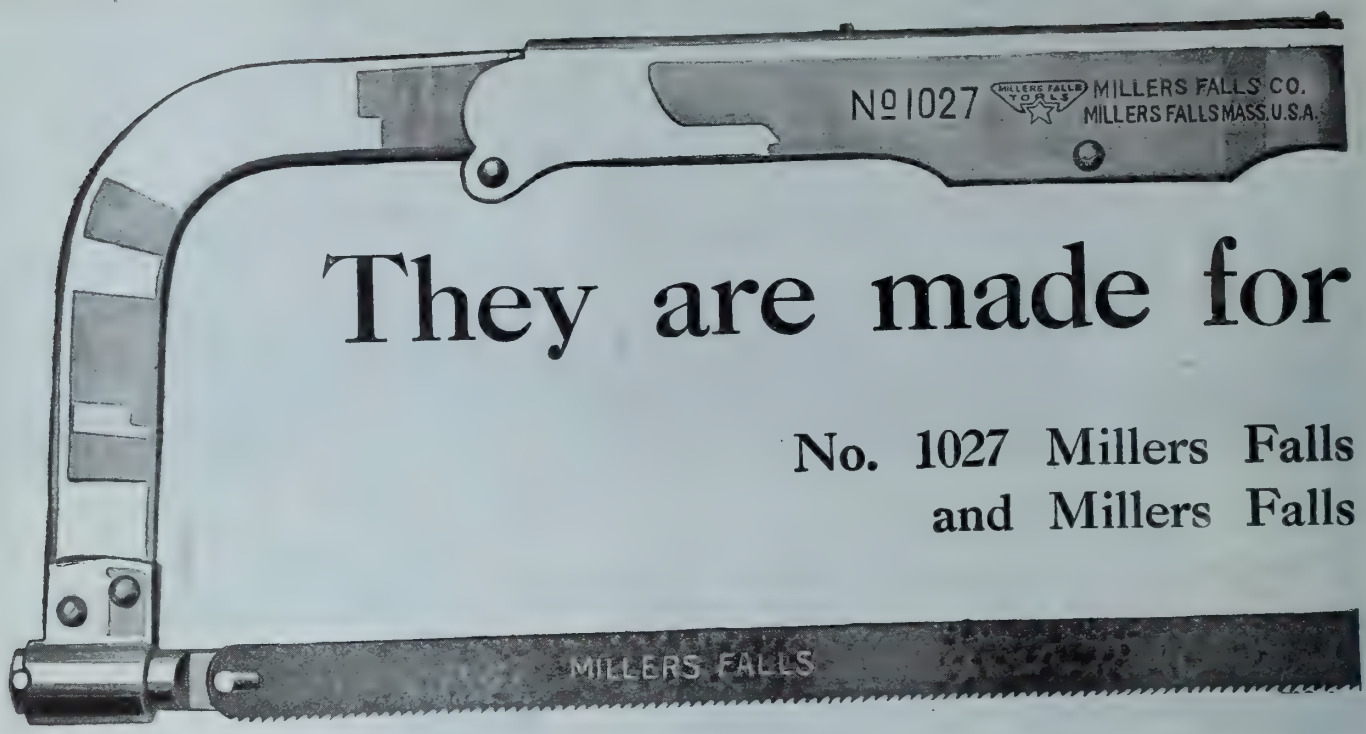


THE illustration above shows one of the largest sorts of paper bags made by the E. B. Eddy Company at Hull. Inside this monstrous paper bag there is a Ford Automobile. Bags of this size are made in considerable quantities by the E. B. Eddy Company, for use by the automobile manufacturers. They are used when cars are exported, and for the protection of cars during railway transportation. A further and growing use for them is for putting over autos when the cars are laid away for the Winter. The protection provided by the strong impervious Eddy Paper, which keeps out dust and acts like a blanket against changes of temperature, cannot be surpassed. Though made of such apparently perishable material as paper, these giant bags last well, and are inexpensive. They are made by hand with sewn and strongly glued seams. Even at the Eddy plant—the home of giant machinery, there is not a machine huge enough to turn out these great paper bags at so many per minute.





If interested tear out this page and place with letters to be answered.



They are made for

No. 1027 Millers Falls and Millers Falls

MILLERS FALLS HACK SAW BLADES set new standards—are worthy companions to our No. 1027 Pistol Grip Hack Saw Frame. Together they make a working tool that for its purpose can't be beat.

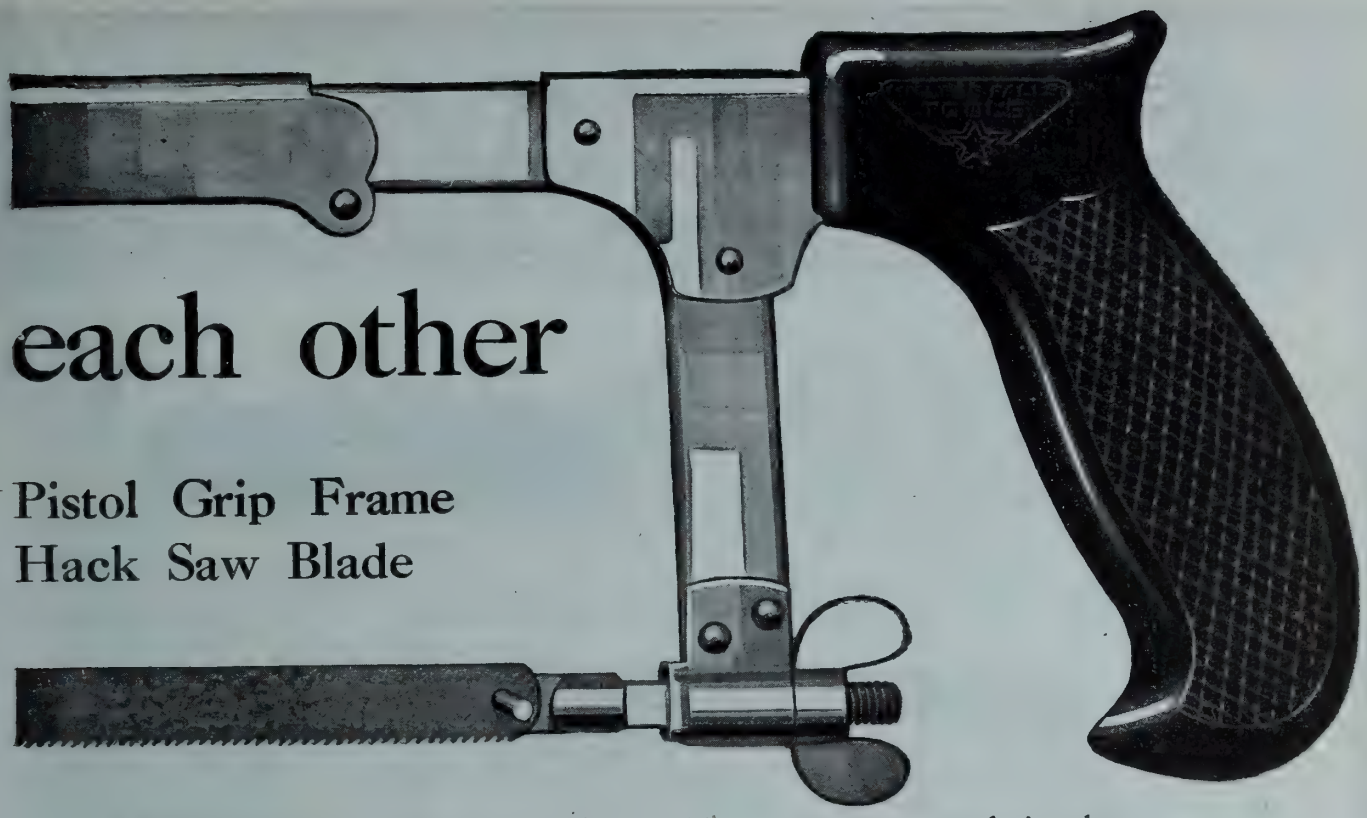
Millers Falls Blades are even-tempered—every blade in the box is alike—none too soft, none too hard. Each tooth is accurately finished—no strain points at the ends of the blade—no binding, therefore less breakage. And they *stay sharp* a long time.

You can get behind Millers Falls Hack Saw Blades and push them, because they merit it and make satisfied customers. This is a Millers Falls product, and is backed by Millers Falls Company guarantee of quality.



The Berkshire Hills country —the home of Millers Falls Tools

If interested tear out this page and place with letters to be answered.



each other

Pistol Grip Frame Hack Saw Blade

THE mechanic who has tried the No. 1027 Pistol Grip Hack Saw Frame will tell you it is not only comfortable—easy on your hands—but saves blades, too. He does a better job in less time, has better control over the frame—a firm hold that resists wabble.

The Millers Falls No. 1027 Pistol Grip Frame is an easy seller. Just point out its many exclusive features: the steel rib securing the handle that extends almost the entire length, serving as a strong backbone; extra strength in the middle of the back, where the greatest strain comes; the thumb nut placed beneath the handle, never interfering with the stroke; the perfect "hang" of the tool. A man who knows tools will quickly see how it meets his needs. And you've made more than a sale—you've made a satisfied customer who will buy from you again.

The Millers Falls Mechanics' Handbook will be sent you for ten cents to cover postage.

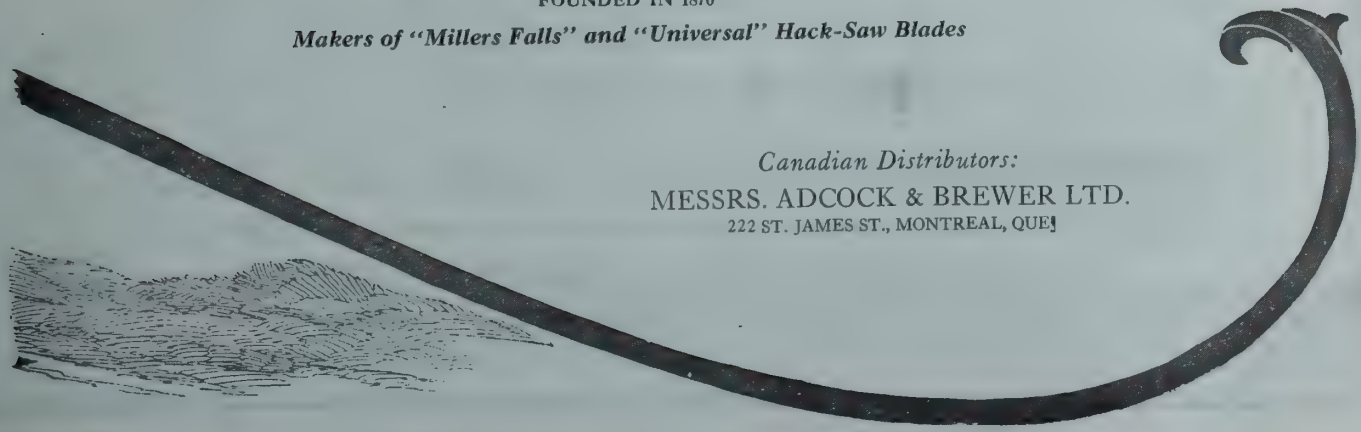
"Right Design—Honest Construction"

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

FOUNDED IN 1870

Makers of "Millers Falls" and "Universal" Hack-Saw Blades



Canadian Distributors:

MESSRS. ADCOCK & BREWER LTD.

222 ST. JAMES ST., MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

BUTCHER KNIVES

I-XL



No. 2609—Sizes 5, 6, 7, 8, 9, 10, 12 and 14 inches.



No. 2609
Skinning Knives
Sizes 5 and 6 inches

I-XL BUTCHER KNIVES

are presented to the trade with a positive guarantee back of each blade.

Every piece is hand forged from the finest double shear steel, by a selected class of most skilled cutlers who grind and temper these blades in a manner most suited to their requirements; they are then carefully inspected to insure perfection.

We therefore gain the highest point of efficiency, making not only a knife but a high-grade Butcher's tool.

I-XL on a butcher knife is a pledge of quality to your customer.

Geo. Wostenholm & Son



No. 2609
Sticking Knives
Sizes 5, 6, 7, 8 and 9 inches

GEO. WOSTENHOLM & SON

SHEFFIELD — *ENGLAND*

A. MACFARLANE & COMPANY, LIMITED
MONTREAL, QUEBEC — SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

GLASS CUTTERS

With Wheels that Cut Like Diamonds



No. 1 Turret Head Glass Cutter

Goodell-Pratt Glass Cutter Wheels are made of tool steel, hardened by a special process, and to insure wheels that are absolutely right they are **honed twice and tested by actually cutting glass.**

These points of advantage should be brought to the attention of your trade, as the efficiency of a glass cutter depends entirely upon the cutting wheels.

14 Styles with Many Refinements

There are fourteen styles of Goodell-Pratt Glass Cutters for cutting Straight, Round, or Tubular pieces. We are the originators of the six-wheel turret head glass cutters, now so popular.

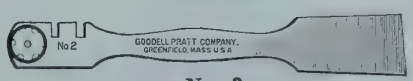
Stock Goodell-Pratt Glass Cutters; they are Efficient, Long-lived, and Dependable. We can supply you with attractive circulars of our entire line for distribution to your trade.

A few of our 14 Styles of Glass Cutters

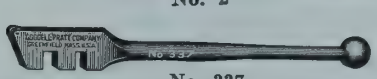
There are over 2000 sizes and kinds of Goodell-Pratt Tools



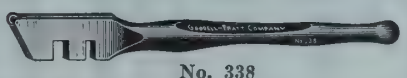
No. 216



No. 2



No. 337

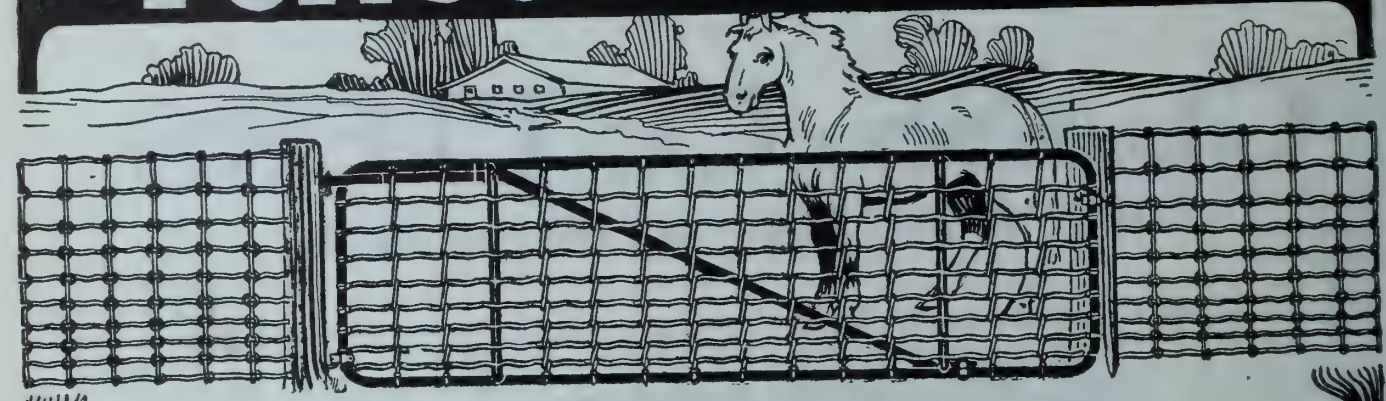


No. 338

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

If interested tear out this page and place with letters to be answered.

Build Up a Profitable Fence Business!



If You Believe in Advertising This Will Interest You

It has always been the policy of our company to back up our dealers with advertising in a very generous way and 1921 will be no exception to the rule. In fact we have enlarged our program this year and are determined that every PEERLESS dealer will sell more fencing than his local competitor.

A PEERLESS advertisement will appear regularly in each of these papers:

Farmers' Advocate	Journal of Agriculture
Family Herald & Weekly Star	United Farmers' Guide
Farm Journal	Maritime Farmer
Farm & Dairy	Canadian Poultry Journal
Globe (Farm Edition)	Canadian Poultry Review
Canadian Countryman	Grain Growers' Guide
Canadian Farmer	Nor-West Farmer
Farmers' Sun	Canadian Power Farmer
Farmers' Magazine	Western Home Monthly
La Presse	**Farm & Ranch Review**

We haven't missed any of the good ones, have we?

Now, Mr. Dealer, it remains with you whether or not you will get the benefit of our campaign—all you have to do is to handle PEERLESS Fence, and our advertising department will see to it that you have an endless flow of customers to buy it.

In addition to our farm paper advertising, we carry on a very extensive mailing campaign which creates sales in your territory, and would be pleased to tell you more about it if you care to send us a card.

Not only does a PEERLESS dealer get advertising co-operation, but he also gets the name of handling a fence that has no equal for strength and durability—every strand of PEERLESS is put to the acid test before it leaves our factory and every rod is fully guaranteed—you simply can't go wrong when selling PEERLESS.

Catalogue No. 9, which will be off the press in a few days, fully describes and illustrates our many styles of farm, poultry and ornamental fencing—also farm gates and steel posts—write for it.

THE BANWELL-HOXIE WIRE FENCE CO., LTD.

WINNIPEG, MAN. HAMILTON, ONT.

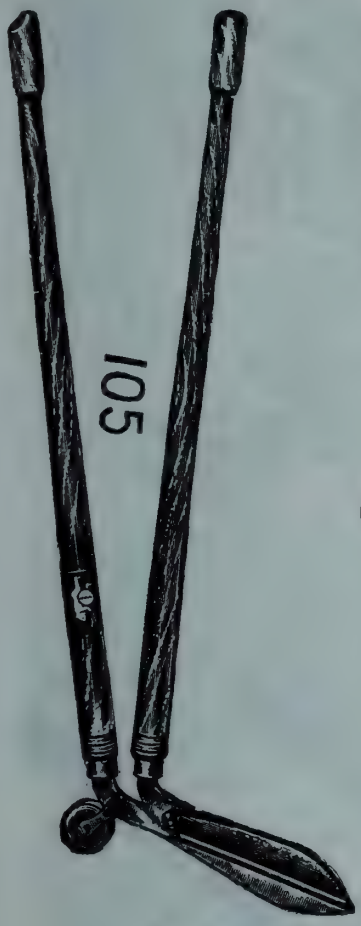
PEERLESS FENCES

Stand Every Test

If interested tear out this page and place with letters to be answered.

SPRING TRADE

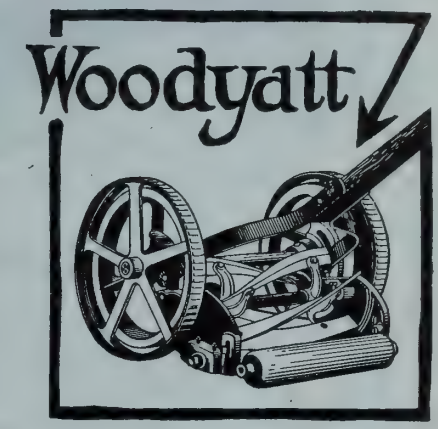
A PRESENTATION OF GARDEN TOOLS FOR SPRING IN YOUR STORE IS AN EXHIBITION OF CONFIDENCE, AND WHICH WILL INSPIRE MANY PURCHASES. IT IS THE SUREST WAY OF OBTAINING PROFITS AND PRESTIGE.



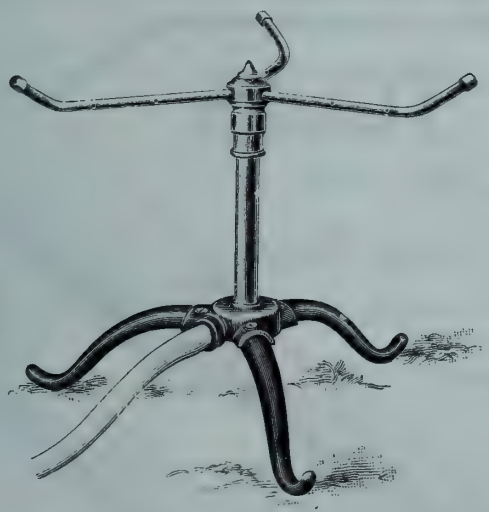
THAT IS WHY YOU SHOULD PLACE YOUR SPRING REQUIREMENTS NOW. ANTICIPATE YOUR CUSTOMERS' NEEDS.

OUR STOCKS ARE AMPLE, AND WE ARE IN A POSITION TO DELIVER GOODS WHEN, AND AS PROMISED.

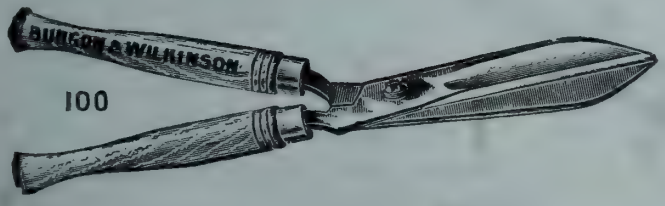
Watch for our Traveller







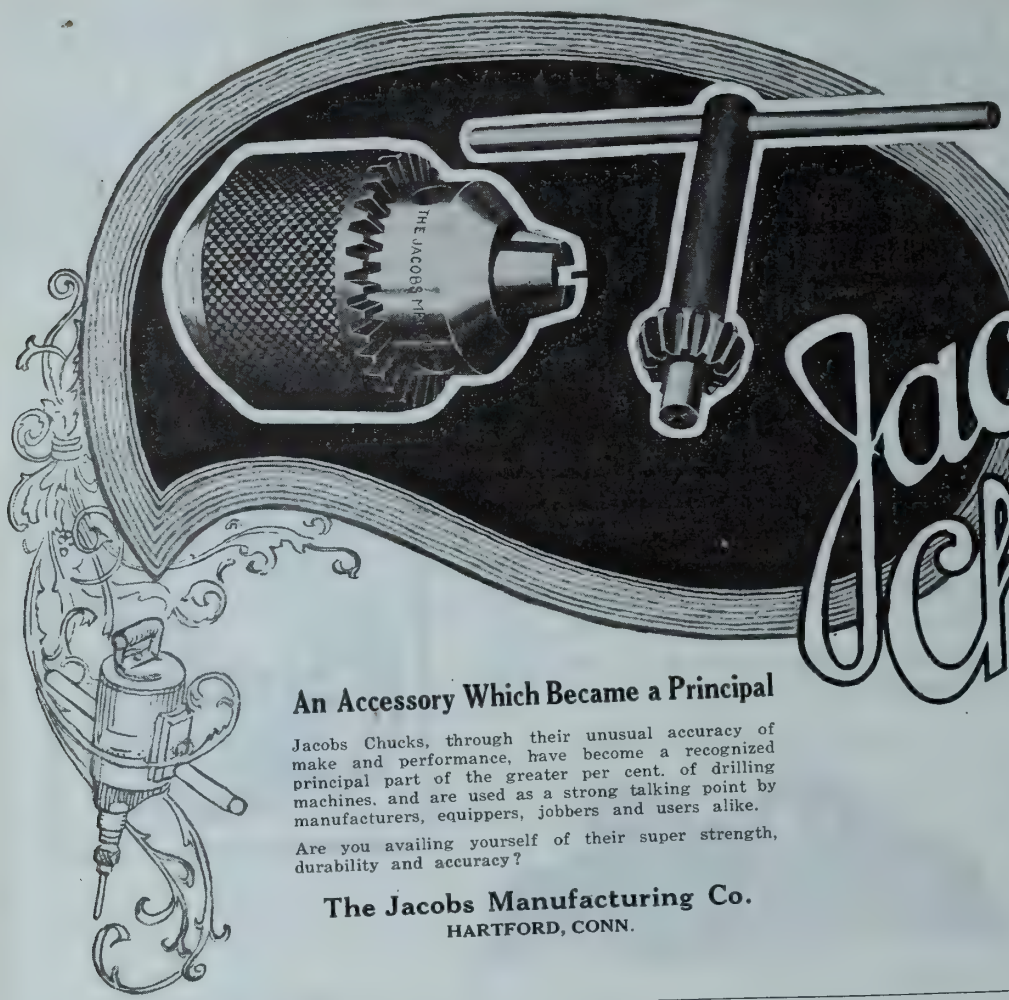




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MONTREAL, QUE.

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An Accessory Which Became a Principal

Jacobs Chucks, through their unusual accuracy of make and performance, have become a recognized principal part of the greater per cent. of drilling machines, and are used as a strong talking point by manufacturers, equippers, jobbers and users alike.

Are you availing yourself of their super strength, durability and accuracy?

The Jacobs Manufacturing Co.
HARTFORD, CONN.



"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

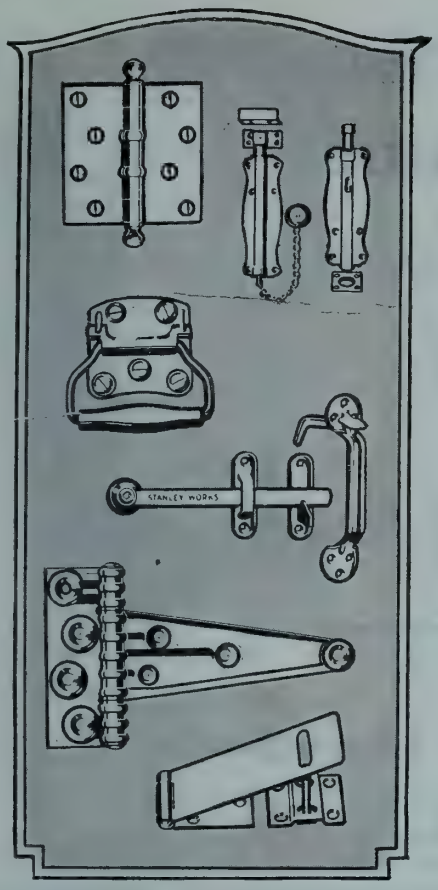
Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

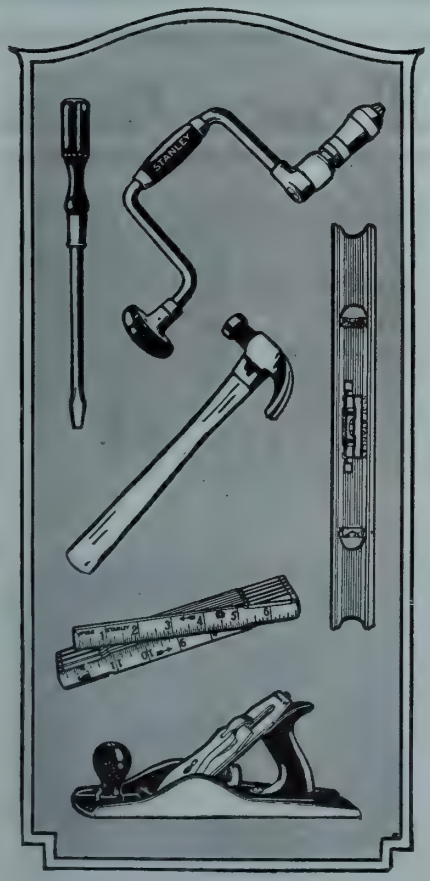


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Your Jobber Can Supply

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STANLEY
S.W.

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Carpenters' Tools

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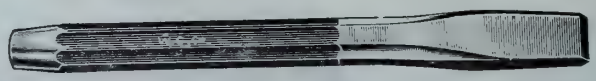
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Cold Chisels and Punches

These tools are made from a high-grade English Crucible Steel and are warranted in every way. Can be supplied in either Natural or Ebony Finish. Good stock on hand.

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The thin nose on this plier allows it to be used in places where the ordinary slip joint plier cannot reach.

A good tool for the car owner and mechanic.

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A wrench strongly made and accurate in every detail. It "Holds Like the Devil" and keeps your customers in a healthy grip of entire satisfaction. Write for more particulars.





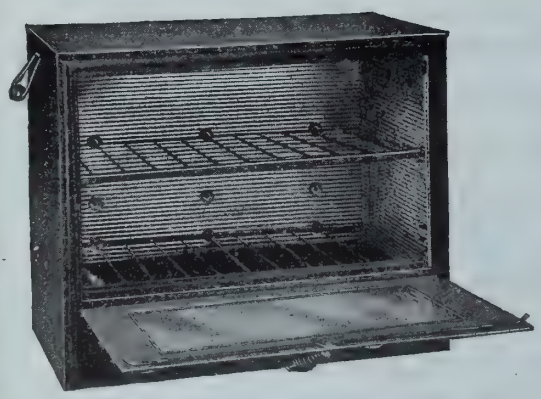
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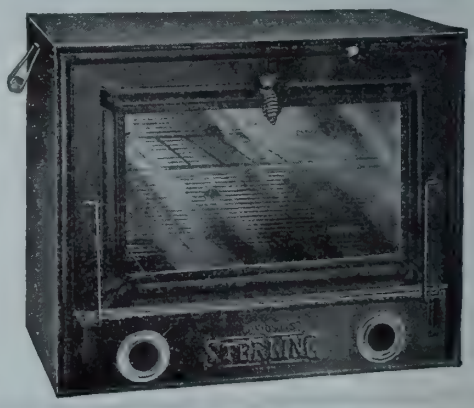
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A Davidson Oil Stove Oven, on account of its well-known quality, is always a ready seller. Our "Sterling" line is made for two burners, of 26-gauge blued steel, strong and durable, asbestos lined to prevent waste heat. Painted with rustproof combination, adding greatly to the life of the oven. Cold handles at side and door knob which locks in three places—ensuring a greater economy of heat.

The Thos Davidson Mfg Co Limited

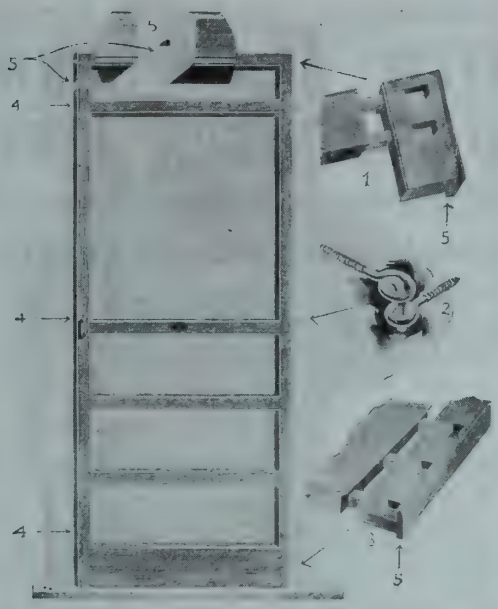
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Branches: Toronto and Winnipeg
Steel Foundry Division, Lachine Canal, Turcot

DAVIDSON



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EASY TO PUT UP 26 MORTISE AND TENON JOINTS GUARANTEED NOT TO SAG

We will have an Exhibit at the Hamilton Convention, Feb. 14th - 17th.

See our display of "Kasement" Screen Doors and "Galvanoid" Wire.

KASEMENT SKRENE DORE CO.

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Our Travellers Are on the Way to You

They Are Showing New Lines That Will Be Good Sellers.

Imperial Brand

HORSE BLANKETS

New Patterns in Jute, Duck and Kersey

We are paying special attention this year to the quality of the lining, and the material and workmanship are up to the same high standard throughout that has made them so popular with the trade in the past.

Imperial Brand Blankets Are Easy to Sell and Always Give Satisfaction.

SAMUEL TREES & COMPANY, LTD.

Established 1869.

Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. E., Toronto **Mill: Whitby, Ontario**

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FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

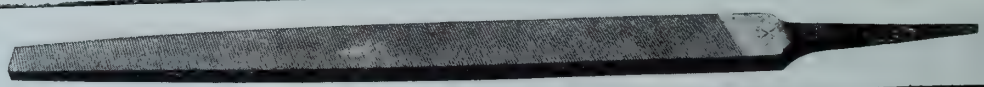
GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
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SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



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If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
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For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

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Sole Distributors,
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Ask Your Jobber.

P X H

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Spring Fishing Tackle



A Sign of Quality

DEALERS who handle the better grade of fishing tackle should order a good assortment of English trout and salmon flies and casts right away. The supply will likely fall short this spring. We have the largest assortment in Canada.



A Sign of Quality

NOTE.—We specialize on rod-repairing.

Allcock, Laight and Westwood Co.

Tackle Exclusively **Limited** **Established 1800**

Canadian Headquarters for High-Grade English and American Fishing Tackle

70 King Street West - Toronto, Ont.

Branches throughout the World

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THE production of superior drop-forged tools is traditional in our works. For nearly half a century our entire energy, equipment and resources have been devoted, wholly and exclusively, to the manufacture of the highest grade of product made possible by the development of the drop-forging art.

Like all of our *standard* Machinists' Tools, Williams' "Agrippa" Tool Holders are built for service—severe service that tries stamina to the utmost. Drop-forged from a special grade of carefully selected steel—scientifically heat-treated and hardened—they are sturdy, dependable tools of proven strength and merit.

A wide range of sizes in standard patterns for all regular machining operations: Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

MACHINISTS' TOOLS BOOK ON REQUEST

J. H. WILLIAMS & CO.
LIMITED

"The Drop-Forging People"

Formerly the Canadian Branch of The Whitman & Barnes Mfg. Co.

30 THOROLD ROAD - ST. CATHARINES, ONTARIO

W. Bruce Campbell, Western Canadian Agent, 42 Confederation Life Building, Winnipeg

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It can't go off by accident

Sell This Safety Revolver As Part of Outing Equipment

The Iver Johnson Revolver ought to be a part of any equipment. Whenever you sell outing equipment, you can make an extra sale by suggesting the purchase of an Iver Johnson Revolver. The famous "Hammer the Hammer" safety feature, the fact that there is nothing to remember to do to make it safe, the accuracy, the constant alertness and readiness for use, the simplicity of construction—all combine to make the Iver Johnson the most wanted revolver for any use—therefore the obvious revolver for you to sell.

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS



Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless Models with Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shot-guns too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for firearms catalog and complete dealer information—also for literature on bicycles and motorcycles.



Iver Johnson's Arms & Cycle Works

330 River Street, Fitchburg, Mass.

New York, 99 Chambers St. San Francisco, 717 Market St.

"The Safe Revolver to Sell"

"Alloyed under the Stanley Process"



for general service

Lionroyal

Made in Canada

This BABBITT Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost—it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING COMPANY & REFINING LIMITED

MONTREAL

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Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.



James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West TORONTO, ONT.

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

VISIT THE

"WELLWORTH" *Better Quality* ALUMINUM WARE

EXHIBITION HAMILTON ARMORIES

FEBRUARY 14TH -- 18TH

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Special display of NEW LINES and NOVEL and interesting DEMONSTRATIONS.

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THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the livewire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragment, and the sale is made.

Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor
It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

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Stage a "Ruff Stuff" "Pow-Wow" for CARPENTERS In Your Store—and break all Sales Records on Sandpaper, Carpenter Tools and Supplies

Let us help you stage a carpenters' "pow-wow" in your store, presided over by "Chief Ruff-Stuff" of WAUSAU sandpaper fame.

Our Book—"Sandpaper Sales Tips"—tells you how to get action on your sandpaper stock and make it a magnet to attract trade of carpenters, painters, tinkers, and other users of sandpaper. Send for copies for yourself and salesmen—free.

We will send you with your order for Flint paper, handsome Chief "Ruff-Stuff" Posters, catchy window cards by Chief "Ruff-Stuff" and other helps in staging this money-making event that will make your hardware store the headquarters for all the carpenters and woodworkers in town, and will sell no end of carpenters' tools and supplies.



Write for particulars.

WAUSAU ABRASIVES COMPANY
114 So. Clinton Street, Chicago, Ill.

CANADIAN DISTRIBUTORS: Please communicate with us, in reference to handling our complete line of abrasives in the territory which you are able to cover intensively.

Easy to Stock, Easy to Sell

In these days of "tight money," there is no need to carry large stocks of files.

Your jobber can supply you promptly with any of these well-known standard brands, of which we carry large and well-assorted stocks. Specify one of the following brands when ordering:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Made in Canada by

Nicholson File Company

Port Hope Ontario

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1921—The Return to Normal

The holiday trade is over and buying has settled down steadily to its normal gait—a gait with which none of us have reason to be dissatisfied.

Judged by pre-war standards, business is running at a merry clip and that is all we can ask. It was the pre-war years that built businesses to stay.

Haphazard, irresponsible buying is finished. The year 1921 sees neither a slump nor the indications of one—merely the return to the normal.

Nothing is more in tune with the times than the

GILLETTE
Safety Razor

the steady, all-the-year-round seller that sold to the public for $5.00 before the war, through the war and remains the same to-day.

The Gillette Safety Razor is well advertised; it is more than half sold when your customer comes to you; it delivers service and satisfaction far beyond its price; it brings your customers back to you when new blades are needed; it affords you a generous profit without risk.

Gillette Safety Razor Co. of Canada, Limited
73 St. Alexander St., Montreal, P.Q.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, JANUARY 29, 1921 No. 5

CONTENTS

Gains $82—Jeopardizes Valuable Connection 35
Cashing in on the Present Crime Wave 36
Making a Setting For Electrical Buyers 37
Increasing Sales of Furnace Supplies 39
Editorial Comment 40
Settle Question of Freight Charges on Shipments to or From U.S. 41
News of Western Canada 42
Programme For Ontario Retail Hardware Association Convention .. 43
Events in the Trade 44-45
Imported Burlaps Are Again Available—Twenty Years Ago 47
New Hardware Goods 48
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 49-53
Customers Appreciate High-grade Paint 54
Shellac Trade Depressed 56
Weekly Paint Markets 58-60

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Tuck It Away In the Bank

IN every electrically equipped home there is a place for one appliance or more from the New Canadian Beauty line. In the majority of homes the entire line could be used to immense advantage.

Have you applied that thought to ***your territory?*** Have you stopped to think that up and down every residential street in your neighborhood are families of mighty fine prospects for

The New

Canadian Beauty Electrical Appliances

Handling our line means a steady and sizable profit to tuck away in your bank.

For one thing, the New Canadian Beauty Appliances are easy to sell, and they ***stay sold.*** Sell a woman ***one*** article in this line and she'll soon be back for ***more.*** And she'll bring her friends and tell others. It always goes that way!

The secret is—***QUALITY!*** It is the outstanding characteristic—it impresses itself on people at once.

You can see it in the finish; you can feel it in the touch and in the balance; you can tell by their performance—***QUALITY ALL THE WAY.***

The quality of the appliances and the quality of our big national advertising campaigns enable our dealers to make quick turnovers—***that means good profit!***

Our plan is bound to interest you. Write your nearest jobber or direct to us for full information. It will place you under no obligation.

RENFREW ELECTRIC PRODUCTS CO., LIMITED

Head Office and Works: Renfrew, Ont.

BRANCH OFFICES:

29 Richmond St. West, TORONTO, ONT. 803 Lindsay Bldg., WINNIPEG, MAN.



Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, JANUARY 29, 1921 No. 5

Gains $82—Jeopardizes Valuable Connection

One Hardware Merchant Gained This Added Profit on Sale of 200 Pounds of Sash Cord by Maintaining Prices on Basis of Cost—The Customer Compared Figures and in Future is More Likely to Deal With Another Merchant Who Bases Prices on Replacement Values and Takes Decreased Profits in Interests of Bigger Turnover.

THERE is some division of opinion among hardware merchants as to the policy to be followed in view of the price reductions now taking effect on many lines of hardware. While the declines in hardware prices have been much less extensive and much more gradual than in many other trades the same problem in a less acute form is presented and a definite policy followed by all merchants will undoubtedly be the best solution.

A policy of re-marking retail prices immediately on receipt of notice of a decline is followed by the retail department of Rice Lewis & Son, Toronto. Dealing with this point Mr. Gilverson, retail store manager, stated to Hardware and Metal that it was much in the interests of trade to follow this plan, that customers could only be encouraged to buy when all such concessions were passed on to them. He is of the opinion that it is merely a case of taking less profits on those lines so affected, the declines in practically every case being so minor that little if any loss would be sustained.

Even if a loss were necessary Mr. Gilverson pointed out that manufacturers and wholesalers were compelled to bear their share of such losses and that if retail hardware merchants do not follow out the plan, trade will remain slack and conditions rendered even more acute for the wholesaler and manufacturers who are endeavoring to stimulate business by reducing prices to the minimum. It was pointed out that when prices were advancing merchants took the additional profits accruing from stock on hand prior to the advance, and that now when conditions are reversed the customer should be given the benefit of any declines. This policy is being strictly applied by this company.

Replacement Values Higher on Some Lines

It was pointed out by Mr. Gilverson that on many lines, notably for Spring business, replacement values are to-day much higher than for last year's spring trade. He is a firm believer in the policy of carrying a stock adequate for local requirements and is of the opinion that if building is resumed on a big scale, as expected, the demand for many lines of hardware will be such as to quickly clean out the light stocks now held by many merchants and afterwards deprive them of business until manufacturing again gets into its regular swing. Word of a probable stiffening of prices in the spring on many lines of builders' hardware was said to have been received from manufacturers, who state that costs are very little lower than during the recent high levels.

Give Customer the Benefit

W. A. Walker, of W. Walker & Son, Toronto, pointed out to Hardware and Metal that his firm was following strictly a policy of immediately reducing retail prices where declines were noted by wholesalers. The advice being given to retail clients and which is also followed out in their own retail department is to take a loss of the amount of the decline noted and give the customer any benefit of lower prices. This plan is thought to be in the best interests of trade and the best plan to make a speedy readjustment to normal levels. Mr. Walker is of the opinion that the customer's confidence is required to-day in order to maintain trade at its normal pace, and that the best way to achieve this result is to have no misunderstanding over prices and to give the best quotations which could be secured at any hardware store being operated under similar conditions.

A Case in Point

An interesting case outlined to Hardware and Metal, as illustrating this point was as follows:—A contractor called the ——— hardware and asked for a price on 200 pounds of sash cord. A price of 68 cents a pound was used as the basis for making the quotation, this being the present price to the trade taking into consideration the several declines on all cotton goods since last fall. The contractor replied that he had merely wished to compare the price with that given by another hardware firm from whom he had already made his purchase. He had paid on the basis of a price of $1.09 a pound thereby paying approximately $82 more for his purchase than if he had bought from the former firm.

May Lose Valuable Connection

There is no one who will scoff at the latter firm for getting the long price, but the circumstances of the case were very unusual for the customer would ordinarily be lost without making even this purchase. The latter firm by follow-

(Continued on page 39)

"Cashing in" on the Present Crime Wave

Ontario Hardware Merchants Report Increase in Sales of Door and Window Locks, Safes, Revolvers and Ammunition — "Jimmy Proof" Lock Gets a Big Sale—Business Firms and Watchmen Chief Buyers of Guns

THE hardware trade these days is apparently flourishing on the misfortunes of others. Last week an increase in the sale of house paints and brushes was reported as a result of the unemployment and this week reports come from various parts of the country that the wave of crime sweeping the country and bringing many instances of robberies, hold-ups and other acts of violence is resulting in an increase in the sale of locks, door chains, safes, and other similar protection, revolvers and ammunition.

Rice Lewis & Son, Ltd., Toronto, are going after this business actively and the employment of such advertisements as are shown herewith have resulted in greatly stimulating sales of revolvers and ammunition. In view of the fact that permits must be held before a revolver can be purchased, the trade is naturally limited to those who can show good reason for the possession of such arms. The sales are chiefly to institutions and business firms where protection is required.

Door chains and locks are also selling well in this store, the former being a handy device to attach to the front door so that the housewife may be protected against a surprise attack when answering it.

Bankers and Trust Companies Good Prospects

The advertisement as shown herewith is chiefly directed to bankers, trust companies and paymasters and asks if adequate protection has been given offices and clerks against a surprise visit from gunmen. The ad points out that the criminal investigates to find out the weak point in defence and that he can be frustrated only by good preparation.

W. Walker & Son, Toronto, also state to Hardware and Metal that they have had a good sale for a new type of lock which is said to be "jimmy proof." It is a comparatively expensive type of lock but expense has been a minor factor in the sale of devices which will give real protection. Mr. Walker stated that a dozen of such locks had been sold to one customer who had had experience with burglars. The customer was putting one lock on his front door, one on the rear door, one on the garage, and others distributed at other vulnerable points. Retail clients of this firm in various parts of the province were also said to have had good success in the sale of such a lock.

A circular describing the construction of this and other locks, and pointing out their protective value against the depredations of robbers was enclosed with all invoices sent out by this firm in recent weeks, and much of the trade secured is attributed to this plan.

This firm has had numerous enquiries for revolvers but could, of course, only refer the enquirers to the police department for permits. A very small percentage of private individuals seeking these weapons were able to secure permits, the majority of sales being made to business firms and to watchmen on existing buildings and buildings under construction.

Another Toronto hardware store which has noted an increased demand for locks, bolts and other fasteners due to the cause outlined, recently used a window display with suitable window cards outlining the advantages of adequate protection on doors and windows. The display naturally caused much comment owing to its unusual character, for such lines do not usually form the basis of a window display. The value of making suggestions for such trade is evident from the fact that those firms which have used window displays, advertisements and other means as outlined have noted a much bigger increase in such business than those merchants who have paid no more than usual attention to these lines.

Bankers
Paymasters
Trust Companies

Are Your Offices and Clerks Prepared for a Gunman's Visit ?

See that your clerks and messengers are properly furnished with the needed protection against the gunman who is operating so extensively throughout the country.

The gunman investigates and ascertains the whereabouts of the weak spot. His operations will not be successful if you are adequately prepared.
Purchase a little extra ammunition. Give your staff the opportunity to become familiar with the weapon of self-defence. The gunman knows his tool of destruction, therefore you must be able to meet him on the same footing.

Get our prices on COLT, IVER JOHNSON, SAVAGE, REMINGTON REVOLVERS, ETC.

RICE LEWIS & SON, LIMITED
19 VICTORIA STREET
Established 1874 Phone Main 4040

Scrutinize all Strangers

A report from London, Ont., in regard to this point is as follows:—

One of the immediate effects of the recent daring hold-ups in London and district has been to increase the sales of locks and fasteners for doors and windows. There have been quite a number of inquiries regarding permits for firearms but the police are issuing these only in cases where it is regarded as absolutely essential. Not only merchants but the public generally has been thoroughly aroused by the boldness of the hold-up men and strangers who come into stores are given an unusually close scrutiny. The arrest at London of the two men who have been identified as those who held up and murdered Ben Johnston at Woodstock has been hailed with satisfaction.

Making a "Setting" for the Electrical Buyers

Especially Where Women do The Buying Is It Important to Have a Good "Atmosphere"—This Attained by Separate Department For Display of "Electrics"

AS the woman of the house very often buys electrical fixtures and in some communities the larger portion of them, this fact suggested to Lacroix and Leger, Montreal, that they would profit by confining the display of such goods to one section of the store. As a matter of fact the arrangement made combines two departments, wallpaper and electrical goods. Here, away from the noise and confusion evident in other sections of the store, the quiet and careful choice of a given article can be completed.

"I know very little about electrical goods," said Mr. Leger to Hardware and Metal, "and I leave the department in the hands of one of our men who takes an interest in it and who knows a good deal about the line. This is best, as the man in charge can make his own plans and look after sales to better advantage. The only way to make a success of a department is to leave it in the care of a man who knows, and if the department is not a success, the responsibility can be placed on the right party."

A Right Combination

For a great many years the firm carried wallpaper. This and the electrical goods have been found to go well together. The housewife invariably buys the paper and there is usually a whole rack of stock from which to select, occupying one side of the store. The other side is available for other goods, and here, where the double tier of shelving is used, electrical fittings are carried.

For all kinds of fittings and fixtures used in connecting and installing lights, boxes are used in the shelving and these are sampled as on the builders' hardware side of the store. Ready access to any desired accessory or fixture is thus secured.

From the ceiling an array of electric lighting fixtures is suspended and these



WHERE CUSTOMER MAY SELECT ELECTRICAL GOODS AT LEISURE AND UNDISTURBED

A good "setting" for electrical buyers, as mentioned in the article herewith, is shown in this display of fixtures and appliances. This display is arranged in a separate room and the fixtures are effectively shown in conjunction with fireplace furnishings, mantels, and other lines which give a homelike appearance. The fixtures are wired so that they can be lighted in sections or all at once. Floor lamps, boudoir lamps, reading lamps are all shown in this manner. Price tickets are found on each fixture, and here the customer may take time to look over the whole stock and make selections at leisure. The quiet and seclusion of this department is a big help in dealing with customers.



A great many electrical lines are featured in these ads. by Western hardware merchants. Each is well illustrated, gives brief pointed descriptions of each line and quotes prices. In the ad. by Northern Hardware Co., Ltd., Edmonton, electric lamps, heaters, reading lamps, flashlights, irons, etc., are mentioned. A special note is made of electrical supplies for those doing their own repairing. A washing machine ad. by H. J. McLean, Grandview, Man., is headed: "A line of clothes your neighbor will envy," pointing out that this washer is not like the old tub and board that rubbed the goodness out of the clothes and the youth out of women. The washer illustrated is not electrically operated but the suggested form of the ad. could be used equally well for electric washers. It mentions the exact amount of time saved in a year by the use of such a machine. A wide variety of electrical appliances are illustrated in the ad. by "Ashdowns," Calgary, Alta., with a few apt remarks concerning each line.

are all connected in such a manner as to enable the salesman to switch them on at will. This is almost imperative, when a prospect desires to note the effect of a given light and shade. These fixtures are suspended from a long section of wood—really a plank two inches thick and six inches wide, and to which all are securely fastened, the connecting wires passing down from above and being hidden.

Throughout the store Lacroix and Leger follow the plan of doubling up their wall area by placing the first section of shelving far enough out from the wall proper to permit of a second tier of shelving or boxes being placed against the wall itself. Thus, the appearance of the store is in no wise impaired, but the accessibility of the second tier of shelving affords the firm ready supplies of other goods—notably such lines as are rather unsightly when displayed in the regular way. Bolts and pipe fittings, for instance, are kept in one part of the store—on the hardware side, and here they may be had as quickly as though they were right back of the counter. All that is necessary is to walk a few steps to the opening in the shelving, from which access is had to the second tier of shelving.

In explaining this idea to Hardware and Metal Mr. Leger stated that it kept the bolt rack from becoming unsightly, as well as the goods in order. For, with the drawers or sections neatly labelled or lettered with the name and size of the bolt or fitting, mistakes were improbable and well-nigh impossible.

"A little child will come in, having been sent for a certain fitting, and we fill the order. Pretty soon she comes back and says, 'No, this is not what daddy wants.' And we show her the different fittings, all displayed here in their proper place, and the right article is quickly secured."

Is Used Extensively

The plan is followed out on both sides of the store. Perhaps it would be more correct to say that on the opposite side of the store, where aluminum ware and other specialties are shown, the shelf arrangement there divides the store proper from another section where different goods are shown. But the same idea follows, and much additional space is secured through the adoption of the plan. It makes, in short, four walls to the store in place of two, as is the case ordinarily.

Immediately back of the hardware shelf boxes, all neatly arranged with samples of tools and builders' hardware, a fitting rack is placed. This contains all sizes and descriptions of pipe connections, from quarter inch upwards, and on the front of the bins all are lettered with black paint. This avoids confusion and error and the plan works out splendidly.

The second section of the plan is devoted to plumbers' fittings, taps, brass connections, cocks of various kinds, etc. Here, too, carriage and machine bolts are arranged in all sizes and the lettering plan is used the same as that already described. Previously, Mr. Leger states, heavy fittings were kept here. But a recent extension of the basement plan afforded the necessary accommodation there for soil pipe fittings and rubber goods, which do not possess any attractiveness when kept displayed in the store. The same plan of large bins for these heavy fittings is carried out in the basement.

Increasing the Sales of Furnace Supplies

Effective Displays are Possible—How to Arrange a Display Showing Stove Boards, Shovels, Sifters, Asbestos Sheeting, Etc.—Linking up Advertisements With Displays

IN planning to cash in extensively on sales of furnace supplies much depends on the manner in which display is made, and although it would seem at first sight that these goods do not lend themselves to interesting display, the fact remains that a little care on the part of the window-dresser will enable him to make a showing which is decidedly attractive and sales-provoking. Much depends on the pre-conceived plan, and a few minutes thought given to this will enable the man in charge of the windows to make an effective window trim.

Preparing a Background

One of the first things necessary is that of preparing a proper background.

Your Costly Coal Bill May Be Much Reduced

if you secure one of our

Ash Sifters

They are inexpensive
Do their work well
Will last several years

LET US SEND YOU ONE TODAY

It would be a justifiable expense to procure a few rolls of crepe paper of, say, a dark blue shade. Attaching these to the solid background of the window by using pins, stove mats and stove boards could be arranged either in the square or diamond-shaped effect. In between these boards, which have been fastened with small nails at each corner, japanned fire shovels, stove pipe rings, stove pipe wire, pokers, stove cover lifters, and two or three furnace scoops, could appear to good advantage. The same idea could be carried out at the one end of the window or at both sides should display be made in a central window with two solid sides.

This arrangement, once carried out, will make the dressing of the foreground a matter of perhaps half an hour. This is an important consideration where one's time is valuable.

The Foreground

The arrangement of the foreground will be simplified once the background is in place. Among the articles to be displayed of the larger sort will be ash sifters. Doubtless some of these will be of the large variety made of galvanized iron, while others will be of the small and old-fashioned type. These may be dispersed over the floor of the window, and to make the display rather out of the ordinary it would be a good plan to bring in one or two common apple barrels, over which an ordinary circular ash sifter could be placed. This would help to take away from the ordinary effect of the window and call the attention of passersby.

After these are placed it might be a good plan to bring in a roll of asbestos sheeting, standing it on end, and placing a card in front of it with a brief message as to its usefulness in covering pipes, that is from the furnace to the chimney and to save heat.

Another interesting feature might be that of placing one or two pyramids of furnace scoops, tied with cord, and standing upright here and there in the window.

There will be plenty of room left for showing fire shovels of various types and sizes, pokers, lifters, furnace lining and cement. In the center of the display on a raised easel or suspended from the ceiling, a sign lettered in black can call attention to the fact that these are furnace supplies which the householder will find good use for.

Linking Up

It would be a mistake to put in a window of this kind without first planning to run the weekly or daily advertising of the store in such a way as to call attention to this display. A suggestive advertisement could be as shown on this page.

The results available from showing these lines frequently should fully justify any expense or time spent on making good displays. They should be made frequently as suggestion plays a large part in the disposal of quantities of such goods.

GAINS $82; JEOPARDIZES VALUABLE CONNECTION

(Continued from page 35)

ing this policy runs the risk of losing valuable customers and good-will. Here is where the danger lies in following this practice. A more natural thing for the customer to have done would have been to call up both firms before making a purchase and place the order only after comparing prices.

The hardware firm which sold the order in question was later advised by the contractor that a much better price would have been quoted him elsewhere, whereupon they got in touch with the firm giving the lower price and asked why they did not maintain prices for at least thirty days after a decline and "give every dealer a chance to clear out stocks on hand."

BLACKSMITH IS A RETAILER BUT TINSMITH IS A MANUFACTURER

Another of the numerous anomalies of the Government's tax program has just come to light and has caused no little humorous comment even from the tinsmiths.

Collectors of inland revenue have been officially advised by the Department that blacksmiths are classed as retailers and therefore not required to obtain a sales tax license nor will they be held responsible for the collection of sales tax. On the other hand tinsmiths are held to be manufacturers and must operate under a sales tax license and collect sales tax upon the sale of their finished product (test case now being arranged).

On the face of it there appears to be little difference in the respective vocations. The blacksmith takes a bar of iron and molds anything from a horseshoe to a whiffletree hook. The tinsmith makes anything from a tin cup to a piece of eavestrough. With very little exception the products of either trade are for use on jobs in hand and the articles made are not for resale. Why then the difference?

As pointed out by Mr. Walker, this plan of having various prices for the same goods will soon become evident to customers and closer buying will result. Then the store that bases prices on replacement values will get the trade. It was further pointed out that the publicity given to price reductions through the press was putting buyers more on their guard against merchants seeking to hold prices up and that the trade in their own individual interests cannot afford to follow any other than the policy adopted by manufacturers, wholesalers and other retailers which gives the customer any benefit, in the interests of a bigger turnover and a quicker resumption of normal business.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, JANUARY 29, 1921

A Bright Spot

IN surveying the future industrial development of this country one of the brighest spots is the wide field of potential business in electrical goods. Canada's waterways, when harnessed, will be capable of producing sufficient horsepower of electricity to bring labor-saving devices and home comforts within easy reach of the farm and rural dweller. Electric lines will be extended and thus assist in the development of our cities, and many other advantages will result from such development. There is a big future for the sale of electrical equipment. During the present year the hydro-electrical development plans for Ontario, Quebec and the Maritime Provinces will be such as to bring big business to the makers of equipment for such works. The newly-formed Power Commissions of Nova Scotia and New Brunswick have placed initial orders for equipment for the generation of electrical energy from the waterfalls of those provinces. The extension of the pulp, paper and other industries have made necessary large demands for electrical equipment. The high cost of coal in Canada has made it more than ever necessary to develop the country's natural resources and secure electrical energy to take the place of coal in operating machinery. This should not be a dull year for the makers of electrical equipment and such activity will undoubtedly be reflected not only in the electrical industry in itself but in all branches of business.

The Future Tax Program

WITH the abolition of the luxury taxes and reasonable assurance that the excess profits levies will be materially reduced or entirely discarded, a lot of interest is being displayed in trade and business circles in probable plans of the Minister of Finance to maintain revenue. The turnover tax is being discussed to a large degree. In the United States there is quite a strong movement in favor of some such tax. Otto H. Kahn in addressing the New York Board of Trade and Transportation recently, urged the imposition of a "turnover tax" which would produce revenue "on every scale through the various stages from the producer to the consumer." He said:

"I favor a turnover tax on commodities as against a tax on retail sales only. First, because it seems to me fairer; second, because it would be exceedingly difficult to establish a clear and workable regulation as to what constitutes a retail sale; and third, because I doubt whether a retail sales tax, even at the rate of four or five times as high as the 1/3 of 1% I suggest for a turnover tax, would be adequately productive."

At the same time Mr. Kahn issued some sound advice when he urged that business should not try to evade its share of the burdens of taxation. He said:

"Coming to the subject of tax revision, there is one general recommendation which I venture to make, namely, that the business community go slow in sponsoring any methods of taxation which may give valid ground for impression that, in their contribution to thought on tax revision, representatives of business are unduly concerned with conserving their own interests, and aiming to curtail their proper share of fiscal burden which the country must bear as legacy of war."

This is a point which should be well considered. Business men do not desire to evade their share of taxation. What they are asking is that the taxes be so arranged as to bear equitably on the community and not have the effect of curtailing production as the excess profits taxes and the luxury taxes have been doing.

Standardizing Electrical Equipment

STANDARDIZATION of equipment is one of the reforms most urgently sought by many branches of industry at the present time. It is doubtful if this reform is required anywhere else as much as in the field of electrical equipment. A writer on the subject of standardization recently wrote as follows in regard to the application of this reform to electrical equipment:—

"In the electrical industry, we have ever so many opportunities to simplify methods, but a single example will drive the thought home. At the present time practically all the electrical fixtures hanging from the ceiling or attached to the walls are fastened as solidly in their positions as are the radiators, doors and bathtubs in the house. No idea could be more absurd than that of soldering the joints and making a mess of the wires under the canopies of these fixtures.

"Why should we not standardize the fixture-hanging outlets? Then we could hang a fixture as we now hang a picture. Why not build houses with standardized quick-attachable ceiling and bracket outlets, so that the housewife will be able to change her electrical fixtures as often as she changes her tastes or her furniture? At the present time, when a tenant moves into a house he must be satisfied with the fixtures that are already there, no matter whether or not they harmonize with his furniture designs.

"When a single satisfactory fixture-hanging outlet is placed in all houses it will be possible for the housewife when she moves to take her favorite fixtures with her to the new house, along with the family beds and bureaus.

"This would take the lighting dealer's wares out of the class of fixtures and make of them what might be termed lighting furniture.

"If a standard outlet receptacle is a good thing in the baseboards of a house, to make portable lamps easy to connect, why is it not a good thing to have standard push-plug receptacles in the side walls and ceilings, so that lighting furniture can be put into place as easily and quickly as a picture is hung, and changed at will to harmonize with the rest of the furniture and decorations in the rooms? There is no more reason why a landlord should select his tenants' electrical fixtures than there is for his selecting a divan for the living room or a table for the library. Standardization saves, simplifies and satisfies."

Settle Question of Freight Charges on Shipments to or From U. S.

Surcharge Will Be Added to Freights to or From U. S. When Paid in Canada—60 P.C. of Exchange Rate

A TEMPORARY adjustment has been made of the basis for payment of freight charges on shipments destined to or coming from United States.

It will be recalled that shipments from Canada to the United States were required, effective March 1, 1920, to be forwarded with freight charges "collect," and in like manner, the American railroads required that shipments from the United States to Canada should be billed forward freight charges "prepaid," effective May 1, 1920. Endeavors have been made to arrive at some satisfactory settlement which would permit the payment of freight charges on the basis of Canadian money for the Canadian portion of the haul and American money for the American portion of the haul.

The Board of Railway Commissioners on the 14th of December directed the railway companies to settle this question at an early date. Early this month the railway companies submitted a plan which they thought would satisfactorily dispose of this question. A number of changes were accordingly suggested, which have been agreed to. The arrangement is effective from January 22, 1921.

The plan which takes effect is along the following lines:

1. The railway companies will publish a tariff naming a surcharge to be added to the freight charges on business to or from the United States when paid in Canada.

2. The surcharge will be an amount represented by 60 per cent. of the governing rate of exchange, fractions less than one-half being disregarded and fractions one-half and over being counted as 1 per cent.

3. Collection will be made at the rate governing on the date of shipment from Canada or on the date of arrival at Canadian destination.

4. The governing rate of exchange will be that quoted for New York funds by the Bank of Montreal at noon in Montreal on the 14th and last day of each month.

5. The governing rate on the 14th will apply inclusively from the 15th to the end of the month following, and the governing rate on the last day of the month will apply inclusively from the 1st to the 14th of the following month.

6. Should the governing date fall on a Sunday or Canadian or United States legal holiday, the quotation at noon for the preceding day will govern.

Exceptions:

This arrangement will not apply on:

(a) Shipments from the United States to Canada where the governing freight classification or tariff usually requires that freight charges be prepaid.

(b) Coal and coke from United States to Canada.

(c) Shipments imported or exported via Canadian ports destined to or moving from United States points.

A copy of the telegram sent by the railway companies to their agents advising the governing rate of exchange will be sent to the Board of Railway Commissioners and by it published in the Canadian newspapers all over the country.

It is felt that while this plan does not give exactly a division of the through rate at the border, it nevertheless is a considerable relief from the present conditions, and on the average at the present time somewhere nearly approximates the division at the border.

The Board of Railway Commissioners' decision covering this arrangement is General Order 326, dated Ottawa, January 14, 1921.

Freight charges on shipments from United States points must be forwarded "Collect" and freight charges on shipment to United States points must be "Prepaid."

TRUTH OF THE TURNOVER TAX

An association of wholesalers makes the following points regarding the turnover tax as it is suggested to apply it in the United States:

"The tax problem is the most important—the most vital of public questions.

"It is of direct concern to every business man and thinking person of our country.

"The present method of taxation penalizes thrift—the proposed plan of a turnover tax of one per cent. puts the load according to expenditures.

"A person who spends $1,000 a month will be paying ten times the amount in taxes that one of small means does, whose personal expenses are but $100 a month.

"Under the present order of affairs, people of moderate income are paying, as the result of pyramided taxes, many times what a general gross sales tax of one per cent. would amount to."

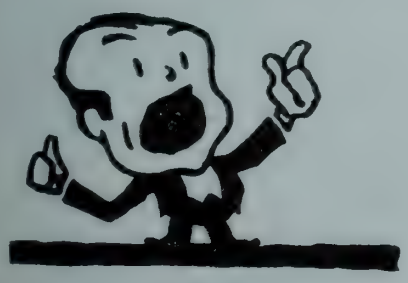
It is also pointed out that the turnover tax proposes to exempt from the income tax those of moderate means, thus relieving this form of taxation from the most serious objection made to it, namely, that of imposing a tax on those of limited means and the least able to pay.

Big Increase in Toronto Building 1921 May Beat Building Records

Toronto.—The City Architect reports an increase in the amount of building for which permits were issued during 1920. During the year 7,400 permits were issued, representing a value of $25,785,000, as against 7,544, with a value of $19,819,000 for 1919.

The increase in value is about $6,000,000, although the number of permits issued in 1919 was greater.

For the month of December the value of the work for which permits were issued was $1,117,485, the lowest for the 000, for 1919.



"Knowledge is Power"

Progressive hardware merchants realize the value of exchanging ideas and learning what is developing in the trade. Under prevailing conditions it is only by securing such knowledge that an intelligent course of merchandising can be pursued. There will be much of educational value at the Ontario Retail Hardware Convention in Hamilton and it will well repay you to spend the following dates in Hamilton:—

February 14-15-16-17-18

News of Western Canada

Pleads for Protective Fund to Protect Retailers Against Unjust Laws in Coming Years

EXTENDING 1921 greetings to retail merchants throughout Canada, J. A. Banfield, president of the Dominion Board of the Retail Merchants' Association of Canada, emphasizes in his message to the trade the necessity of safeguarding retail interests against unjust legislation. His message reads:

"I take great pleasure on behalf of the Dominion board and Dominion executive council to send their greetings to the members of the retail merchants throughout Canada for their loyal support to the good work of our association. The past year has been one of the most trying years to retail merchants at large. First, the Board of Commerce, with its dictatorial methods and assumed power to run our business which had to be watched at every turn, and which eventually had to be run to the ground owing to its ridiculous orders, and I trust that if it ever be resuscitated that it may be on constructive, not destructive lines, and we will welcome anything for the betterment of the trade in general and the upbuilding of Canada.

Passing of "Snap Laws"

"Then along comes our government with their system of sales and luxury tax, the latter being a cumbersome tax on the retailer, and not by any means accomplishing the purpose for which it was passed. This method of passing snap laws without consulting with the businesses affected should be relegated to the records of the past, and it is up to us to so thoroughly organize that no such legislation will again besmirch the laws of Canada. The power lies entirely in our own hands, and we should see that every merchant, however small, should now be enrolled in our association. Every merchant we have not enrolled into membership is counted against us. We must start a thorough organization campaign and for this purpose at the last meeting of the Dominion board it was decided to ask our members and all retail merchants to assist in the raising of a $100,000 fund to be used to protect us against unjust legislation such as we have had to fight in the past, and that, undoubtedly, will continue to crop up, and for special propaganda work and generally for the use of the association.

Age of Organization

"This is an age of organization, as can be seen by such large organizations as the manufacturers', farmers' and labor organizations that are collecting millions for their future protection. We must not be behind in our work. All we have is in our business, and we must see it is fully protected.

"We have signs of a readjustment of conditions, and we must be ever watchful and fully safeguard the interests of the country to which we are so closely linked. Don't think by paying your annual dues that you have done your share. Give assistance to our organizers, and see that the year 1921 will be a banner year in the enrolment of members, as the greater the membership the greater the service."



J. A. BANFIELD

of Winnipeg, president of the Dominion R.M.A., who asks for a fund of $100,000 as protection against unjust legislation.

Western Notes

Stalwart, Sask.—F. A. Mills has discontinued business.

* * *

Churchbridge, Sask.—J. G. Garbe has sold to J. Welk Salter & Arnold.

* * *

Major, Sask.—McCulloch & O'Keefe have sold to McKenzie Bros., Salter & Arnold.

* * *

Nanton, Alta. — Malloy's Hardware was entered by burglars. Several guns and revolvers were taken.

* * *

Humboldt, Sask.—An explosion occurred in Fletcher's hardware store, when one of the boys used gasoline when lighting a fire in a stove. The fire brigade was called out, but the blaze was extinguished without their assistance.

* * *

Hartney, Man.—Mr. Whitehorn, who has been connected with the H. Hunter Hardware for the past six months, will visit friends at various points in northern Manitoba, also at Melita, before leaving on a more extended tour of the British Dominions, plans for which have not been fully made. Mr. Whitehorn will return to Hartney about the end of the month.

Personal

Winnipeg. — T. L. Waldon, general manager, and A. L. Fitzgerald, of Marshall Wells, Ltd., Winnipeg, have just returned from a week's business trip to the Dominion Stove & Foundry Co., Penetang, Ont. A. L. Fitzgerald was formerly sales manager of Merrick-Anderson Co., Winnipeg.

Rough Handling of Freight Costs Large Sum

Winnipeg.—To devise means to overcome the great loss sustained each year by railways due to rough handling of shipments by employees, a conference of Western Canadian and United States claims agents is being held here. An extensive programme to educate railway employees to exercise more care in the handling of shipments is under consideration. During 1919 United States railways paid out $106,804,000 in payment of claims for goods damaged in shipment.

Convention Program of Ontario Retail Hardware Association

SIXTEENTH ANNUAL CONVENTION FEBRUARY 14-15-16-17-18 · HAMILTON, ONT.

MONDAY, FEBRUARY 14TH

At Royal Connaught Hotel

2.30 p.m.—Meeting of Executive.

4.00 p.m.—Registration and enrollment of members.

7.30 p.m.—Reception and Smoker. For Members, Exhibitors, Travellers and Visitors.
Moving Picture. Industrial.

Note—All further Sessions will be held in Lecture Hall at Armouries. Members are specially requested to be prompt in attendance at opening of sessions, in order to carry program through on schedule time.

TUESDAY, FEBRUARY 15TH

In Lecture Hall—Armouries Building, James St., N.

9.00 a.m.—Opening of Business Sessions.

9.30 a.m.—Greetings from Mayor, and from Representatives of Manufacturing and Wholesale Trade.

10.00 a.m.—President's Address—Mr. Ed. Wanless.
Secretary's Report—Mr. W. F. Macpherson
Treasurer's Report—John Caslor.
Auditors' Report—Messrs. Matthewson and Peacock.

Receiving and Disposal of Reports of Officers. Appointment of Resolution and Convention Committees.

11.00 a.m.—Visit New Warehouse of Wood, Alexander & James, who extend to all an invitation to inspect their New Warehouse.

Tuesday Afternoon.

1.30 to 6.00 p.m.

Visit Exhibits in Armouries.

For practical education in the lines of goods you sell, a close examination of the various excellent Exhibits, is easily one of the best features of the Convention. There you will meet the Travellers you know, Salesmanagers with whom a personal acquaintance is a decided advantage, General Managers and Company Presidents, all of them ready to discuss business affairs and brim full of practical pointers in sales promoting.

SPEND LOTS OF TIME WITH THE EXHIBITORS.

Tuesday Evening.

7.30 p.m.—Presentation of report of Executive Committee on Permanent Secretaryship.
A conception of the duties and scope of an Asso tion Secretary.—President Wanless.
What the Secretary owes to the members and what the members owe to the Secretary.—Secretary Macpherson.

8.00 p.m.—Notice of motion from 1920 Convention.
Discussion and disposal of report of Executive Committee.

8.15 p.m.—Nomination of Officers.

8.20 p.m.—A Game of Cards Every card headed. "What I want to know about the Hardware business." All questions to be answered first by the members, then by the President or Secretary.

9.15 p.m.—A film story of Plymouth Rope and Binder Twine. Produced by the Plymouth Cordage Company, North Plymouth, Mass., who have kindly consented to come and put on for our Association, and which will surely be appreciated by the members. Shown in nine parts:—
1—Growth and cultivation of Manila Fibre.
2—Production of Sisal Fibre.
3—Factory Panorama—arrival of hemp steamer, docking and unloading scenes.
4—Opening the fibre—its preparation and spinning. Tarring and putting up Lathyarn.
5—How Binder Twine is made. Spinning, testing for length and strength, balling, sacking, warehouse facilities for shipping. Harvest scenes.
6—Machine-made Rope.
7—General Factory scenes. Binding off coils, shipping, etc. End of the day.
8—Old-time method of hand spinning by a rope maker 90 years young.
9—Modern Rope-walk practice.

WEDNESDAY, FEBRUARY 16th.

Lecture Hall, The Armouries.

9.00 a.m.—Reports of Convention Committees.

9.30 a.m.—Business prespects for 1921.
"The Iron and Steel Market"—Robert Hobson, President the Steel Company of Canada.
"Manufactured Products"—John M. Taylor, President Taylor-Forbes Company; B. J. McCormick, General Sales Manager Canada Foundries & Forgings; Col. A. M. Hatch, Canada Steel Goods Co.
"Paint and Oil Trade"—W. J. Lotie, Toronto Manager Dominion Linseed Oil Co.; John Irwin, of McArthur-Irwin Co., of Montreal, representing the "Save the Surface" Campaign Committee.
"The Wholesale Trade"—Colonel Robert Starke, President Canadian Wholesale Hardware Assn.; S. H. Alexander, Wood, Alexander & James, Hamilton, Ont.
"The Retail Trade"—Nelson Mills, Vice-President O.R.H.A.; G. E. May, Toronto; F. B. Smith, Belleville, G. A. Binns, Newmarket; A. J. Wright, Hamilton.

11.30 a.m.—Mutual Fire Insurance as carried by Retail Associations—Mr. Norman S. Jones, Manager for Canada Northwest Mutual.

Wednesday Afternoon.

1.30 p.m. to 6 p.m.—Visit Exhibition in Armouries. Music by Orchestra.

7.30 p.m.—Complimentary Banquet tendered by Wood, Alexander & James, of Hamilton.

THURSDAY, FEBRUARY 17th.
Lecture Hall—The Armouries.

9.00 a.m.—Reports of Committees.

9.15 a.m.—Election of Officers.

9.30 a.m.—The Chain Store Proposition—F. A. Maycumber, Sales Manager Winchester Repeating Arms Co., New Haven, Conn.

10.00 a.m.—Co-operative Buying—Mr. William Hargreaves, Manager Drug Trading Company, Toronto.
Questions and discussion of addresses on chain stores and co-operative buying.

11.00 a.m.—Exhibitors' hour. Short, pithy addresses by Exhibitors and Salesmen on "Selling Points."

12.30 p.m.—Entertainment

Thursday Afternoon.

1.30 to 6 p.m.—Visit Exhibits in Armouries.

7.30 p.m.—A talk on advertising to bring results.

8.00 p.m.—Members' Session Question Box. Answers to cards on file.

Smoker and entertainment.

FRIDAY, FEBRUARY 18th.

9.30 a.m.—Visit to Factories. Hamilton is the centre of hardware manufacturing industries and a visit to the various factories is both instructive and enjoyable.

Events in the Trade

Business Changes

Renfrew, Ont.—Sterling & Scott, hardware, have dissolved partnership. Style now is Scott Hardware.

Personal

Ingersoll, Ont.—H. Swallow, Ingersoll File Co., has recently been indisposed.

* * *

Toronto.—Fred Moore, of Benjamin Moore, Toronto, has returned from a business trip to New York and the Brooklyn branch of the company.

* * *

Montreal. — A. G. Brown, of A. G. & A. L. Brown & Company, Montreal, is leaving on a trip to call on the jobbing trade in Kingston, Toronto, Hamilton, London and Collingwood.

* * *

Toronto.—R. Pinchin, vice-president and manager of the Ontario Oil & Turpentine Co., Toronto, is on a business trip to Vancouver and other points in British Columbia. Mr. Pinchin expects to be away for two or three weeks.

* * *

Hamilton, Ont.—H. M. Robbin has joined the staff of the Hamilton Stove & Heater Company and will represent this firm in eastern Ontario. Mr. Robbin takes to his new position an extensive knowledge of stoves, furnaces, etc.

* * *

Montreal.—S. M. Ward, sales manager Canada Paint Company, Ltd., has returned from a business trip to the Maritime Provinces. Mr. Ward states that trade is improving and in that section of the Dominion merchants are already looking forward to an active spring paint business.

* * *

Montreal. — Visitors calling on the local wholesale trade this week are: C. W. McKitrich, of Peck, Stow & Wilcox Co., Southington, Conn.; Mr. Scott, of Andrews Wire Works, Watford, Ont.; Mr. Nichols, of Ashton Mfg. Co., Newark, N.J.; W. P. Kearney, Dominion Chain Co., Niagara Falls, Ont.; Mr. Griffith, Griffith Mfg. Co., Stratford, Ont.; Mr. Hatch, Hatch Mfg. Co., Whitby, Ont.; Mr. Sager, S. Johnson & Son, Brantford, Ont.; H. A. West, Campbell, Morton & Co., Boston, Mass.

Word Contest Arranged

International Business Machines Co., Toronto, has arranged a word contest for merchants in Canada and Newfoundland only. Prizes ranging from $300 first to 200 prizes of $2.50 each are offered to the one making the most words out of the words "Dayton Scales."

Promotion of Gillette Safety Razor Co. Official

H. S. Beecher has been appointed sales and advertising manager for the Gillette Safety Razor Company of Canada, Limited. Three years ago, Mr. Beecher joined the Gillette organization. Though an experienced advertising man, he knew little of razors and their differences. To-day he is sales and advertising manager.

Freight Rate Probe Depends on Shippers

Ottawa.—"The date on which the general freight rates inquiry will commence depends upon when the parties interested in the matter are ready to pproceed," said Chief Commissioner Carvell of the Board of Railway Commissioners, when questioned about the matter. He added that the board was prepared to make its arrangements to hold sittings throughout the country at short notice when notified that the opposing interests were ready to proceed.

Give Preference to Canadian Made Goods

The Purchasing Commission of Canada supersedes the late War Purchasing Commission. Its duties are in part to supervise the purchase of all supplies for all departments of the government throughout Canada, and the policy is to purchase direct from the best source of supply.

Attention is drawn to the fact that the commission is strongly of the opinion that Canadian goods should be purchased in preference to foreign, which fact makes it all the more necessary that Canadian firms should realize their responsibility in this respect.

It is impressed on local firms that failure to co-operate (to tender) may make it difficult to carry out the above policy. In so far as possible all supplies demanded will be purchased by tender and the business given to the lowest tenderer for goods required.

The commission is of the opinion that supplies should be purchased in the districts where they are required, though this may have to be modified according to the kind and quantity of the goods required.

Western Ontario News

H. M. Merriam has been re-elected a member of the board of school trustees at Tara, Ont., by acclamation.

* * *

At the annual meeting of Clinton Lodge I.O.O.F. J. A. Sutter was installed as R.S.V.G. and T. Hawkins as R.S.N.G.

* * *

Don Gordon has been appointed manager of the plant of the Dominion Glass Co. at Wallaceburg and Harry Mitchell assistant manager.

* * *

At the annual meeting of the Oddfellows Lodge at Hensall, Ont., Bro. W. A. MacLaren, of the MacLaren Hardware, was elected L. N. G.

* * *

Captain G. C. Hay, of Stansell Motors, which is moving to London from Amherstburg, has resigned and will make his home at Erie, Pa.

* * *

R. A. Darrow, of the Darrow Iron Works, was elected a member of the board of managers at the annual meeting of the congregation of the Avondale Presbyterian Church.

* * *

Negotiations are under way at Wallaceburg, Ont., for the location there of the Canadian branch of a Detroit firm manufacturing tool and other steels.

* * *

Gordon Porter and Walter McLean, of the Wallaceburg Brass Works, have been appointed members of a special committee which is making a drive to double the membership of the board of trade.

* * *

At the Border Cities Poultry Show held in Windsor, H. L. Martinson, hardware merchant at Cottam, Ont., showed twenty-seven fine birds and won many prizes with his white, buff and black Leghorns and Barred Rocks.

* * *

E. Harris, hardware merchant at Birr, Ont., sustained a serious loss on Thursday, when an oil heater which had been left in his warehouse to keep an electric lighting system from freezing, burst. The warehouse with its stock, and a garage adjoining with two large cars was completely destroyed. The loss is fully covered by insurance.

Visited by Burglars

Belleville, Ont.—The Walker Hardware was entered by burglars.

Moves to New Premises

Toronto.—Prince & Co. hardware store is being moved to 527 Bloor St. W.

Change Warehouse Location

Toronto.—The Toronto stock of Bird & Son, Limited, has been removed from 83 Jarvis street to 48 Colborne street. Stevenson Bros., Limited, are the new warehouse agents for the City of Toronto and County of York, and their warehouse at 48 Colborne street provides accommodation for a much larger stock than previously carried of all "Neponset" products.

Toy Pistols Banned By Police

Toronto.—The Toronto police have discovered from information forwarded to Chief of Detectives Guthrie that a novelty firm in New York has been shipping pistols into this city through the mails. The detectives secured possession of one of the small revolvers and tested it. They claim it was found that the gun would fire small-calibre bullets. The gun would discharge only one shot.

The company responsible for shipping these guns into Canada claim they are "toy pistols," and can only be used for blank cartridges. They have been instructed to discontinue sending the guns into this country.

Good Hardware Business in Quebec

Montreal.—Reports from Quebec territory are very encouraging for the first trip of the travellers from the local hardware jobbing houses since the new year. Business is good from all sources and a general sorting trade is reported. At the various conventions held the latter part of last year or early in January, a note of optimism was sounded throughout the consultations, and confidence was felt by all that 1921 would be a good business year. Many firms are now realizing the first existence of this, and they feel confident that the year will be one of good business.

Hardware Clerks Hold Celebration

St. John Clerks' Organization Holds Ice Races, Speed Skating, Supper and Dance — Three Hundred Hardwaremen Attend.

St. John, N.B.—The St. John Hardware Clerks' Association held a big time at Lily Lake, Rockwood Park, on Saturday afternoon and evening. The affair opened at three o'clock, when about three hundred members of the staffs of the various hardware stores in the city had gathered on the ice.

The president, vice-president and secretary-treasurer, together with the managing committee, put in some hard work preparing a rink, and by four o'clock all was in readiness for the sports. The following program was carried out: One, boy's race, 1st. Stubbs, 2nd. Seeley. Two, open race, half mile, run off in three heats, 1st. Kirk, 2nd. Fisher. Three, ladies' race, open, won by Miss Fairweather. Four, relay race made up of five clerks from each hardware store. The Thorne clerks were the winners.

There was also an exhibition of speed skating by some local experts, and an unofficial race was run off for the prize of a pie, offered by G. Logue.

At five-thirty the members of the association adjourned to the Park Pavilion to enjoy a bean supper put up by Mr. Tebo, and full justice was done to the good spread. Dancing was started at seven o'clock, and continued until eight-thirty, when a break was made for an hour to try out the toboggan slide. This worked to capacity for a full hour, when the members again adjourned to the pavilion to finish up the night with dancing. Mr. Robert Carr and Mr. P. C. Johnson provided the music, and were tendered a vote of thanks. Mr. Tebo was also thanked for the efficient manner in which he had done his part towards making the affair a success. At ten-thirty everybody went home tired but satisfied. The members all voted the affair to have been the most successful ever carired out by the association.

Ask Hardware Clerks to Investigate Daylight Saving

St. John, N.B.—Since the formation of the St. John Hardware Clerks' Association, they have gained considerable prestige in the community. The local papers have on many occasions favorably commented on their activities. At the present time the City Council is considering the best method of ascertaining the feelings of the citizens on the daylight saving question, one or two of the members of the council suggesting a plebiscite. In an editorial, one of the evening papers suggested that the idea of putting a matter like the daylight saving question to a vote, causing considerable expense, was unnecessary, and suggested that the Hardware Clerks' Association be asked to take up the matter and ascertain the feeling of all other organizations. The Hardware Clerks were referred to as a "live organization" and well able to handle the situation.

New Hardware Firm

Toronto.—Stevenson Bros., Limited, have opened business at 48 Colborne street, Toronto, as manufacturers' agents, succeeding John F. Stevenson. The lines carried include Fry's (London) Limited, "Enox" hand and power hack saw blades; "Wotan" hand reamers; hack saw frames; also the products of the Godiva Tool Co., Coventry, England, pliers, wrenches and screw drivers. The new concern is also exclusive selling agent for Canada of the popular even-spread lawn sprinkler. Among other agencies secured by Stevenson Bros., Limited, is the Quebec Graphite Co., Limited, Buckingham, Que., miners and refiners of flake graphite, graphite pipe joint compound, etc.

Are You Basing Prices on Replacement Values?

The first article in this issue shows how one hardware merchant jeopardized a valuable connection by maintaining prices on the basis of cost instead of replacement value. This is one of the most important matters facing the trade to-day. Read the article and then

Send in Your Opinion

to the Editor ,Hardware and Metal. A full discussion will bring out all points involved and help form a definite policy.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

TENTS AND CAMPING GOODS

A copy of catalog No. 6 has been received from the Woods Mfg. Co., Ltd., Ottawa, Ont., and a review of this catalog shows that a full range of tents and party outfitting and camp supplies for railroaders, lumbering contractors, surveyors, miners, explorers and hunters are carried by this firm.

The materials used in the making of their tents are for the most part produced from the raw products in their own plants, it is stated, and Woods non-absorbent duck is made in the firm's own mills at Welland, Ont. Every tent made from this duck bears the trade mark and the makers guarantee.

A large variety of tents are cataloged and listed, from a small camper's tent to a marquee measuring 50x100 feet. Pack sacks, dunnage bags, coal bags, canvas hammocks, cotton provision bags, golf bags, canvas pails, etc., are among the many other lines manufactured and listed. Special attention is given to tarpaulins, horse and wagon covers.

Flags of all kinds are another line manufactured by the Woods Co., and other goods shown include mackinaw clothing, working men's shirts, underwear, mitts and gloves, mocassins and shanty blankets.

The Woods Mfg. Co., Ltd., have branches at Ottawa, Toronto, Montreal and Winnipeg.

* * *

MARTIN SENOUR CO. HOUSE ORGAN

The first edition of The Surface Saver, house organ of The Martin Senour Company, Montreal, has been published and deals in an interesting manner with various phases of the company's expansion and its products. The first booklet contains fourteen pages devoted to a number of features which are to be found in each monthly publication. To enable closer touch with the personnel of the company one of the first pages is to be used each month for a brief sketch of the business career of various members of the staff. The first issue tells how A. T. Black, General Manager, rose from a junior in the hardware store of A. Westman in London, Ont. Various products w[illegible] with in each issue illustrations in color similar to the labels being used. Illustrations of the advertising helps supplied to the trade are also shown, along with sample window displays of the company's products. The growth of the company from 1905 to 1920 is shown by illustrations and editorial data. There is a page for clerks and a feature of this issue is an article written by Mr. Black outlining some pointers in retail salesmanship.

What Newspapers Say

Excerpts from the newspapers showing their trend of thought concerning hardware interests.

DUTIES ON GLASS

The application to the Tariff Commission by a Hamilton sheet glass company for an increase in the rate of customs duty on glass brought out some interesting evidence from glass wholesalers and other dealers. Window glass is one of the commodities on which war conditions caused an enormous price increase. Before the war, most window glass used in Canada came from Belgium or Austria. The war cut off most of the cheap European supply, and even British glass makers could not freely supply this market. We had to depend on United States glass mainly, and apparently full advantage was taken by producers on this continent of their opportunity to hoist prices. Most widely used commodities during the war went up one, two or three times the pre-war value, but glass almost topped the list. Limited facilities for manufacturing it and an enormous demand gave the producers entire command of the market. But Belgium is again producing and British firms are seeking overseas markets. It is desirable that Canada have her own window glass manufactories.—Mail and Empire, Toronto.

GASOLINE AND KEROSENE DECLINES IN UNITED STATES

A reduction of two cents a gallon in the price of gasoline has been announced by the Standard Oil Company. It was also made clear that the reduction was not part of the general readjustment in the prices of all commodities, but may be attributed directly to greater production of crude oil. In addition to the cut in gasoline, prices of kerosene dropped from 18½ to 15½ cents a gallon.

The new price in gasoline is 27 cents at service stations and 25 cents from tank wagons. Other companies are expected to meet these prices, but it was stated that further reductions were not likely unless there should be a marked increase in production.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2661. **Nails.**—Large Glasgow firm of wholesale hardware merchants, of excellent reputation, desire to obtain lowest prices and best terms for wire and other nails to the extent of over seventy tons. Following are the details:—

Round Head Wire Nails—

1½"×12.	13.	14.	1¾"×12.	13.	14.
5	5	5	5	5	5

2"×10.	11.	
5	5	tons.

2½"×10.	11.	3"×9.	10.	3½"×7.
5	5	5	5	2

8.	4"×6.	8.	
3	5	5	tons.

4½"×6.	5"×5.	6	6"×4.	8.	
5	5	5	5	5	tons.

Oval Wire Brads—

¾".	⅞".	1"	1¼".	1½".	1¾".
1	1	1	1	2	2

2".	2½".	3".	4".	5".	6".	
2	2	2	2	2	2	tons.

Wire Lath Nails, broad heads—

1"×14.	15.	1¼"×13.	14.	
2	2	2	2	tons.

Wire Slate Nails, large broad heads—

1¼"×10.	1½"×9.	10.	1¾"×9.	2"×8	
2	2	2	2	2	tons.

Wire Plate Nails, countersunk heads—

2½"×5-16".	3"×5-16".	
5	5	tons.

Countersunk Plate Nails, cone heads—

3"×5-16"	
5	tons.

Wire Plate Nails, broad heads—

¾"×12.	⅞"×12.	1"×11.	
5	5	5	tons.

2663. **Resistance Wire.**—A Birmingham company manufacturing electric appliances ask to be placed in correspondence with Canadian manufacturers of resistance wire suitable for heating purposes.

2664. **Toys.**—A London firm of toy importers seek the representation for Great Britain of a Canadian toy manufacturer.

2665. **Representation in Brussels.** — A commercial agent, with best references, having office, telephone, and commercial organization in central Brussels, desires to enter into relations with Canadian firms of good standing with a view to representation. Correspondence in English, French, German, Italian, Polish, and Russian.

2680. **Representation in the United Kingdom.**—A manufacturers' agent at present residing in Toronto, and who is returning to Scotland soon, desires to be placed in touch with a few Canadian firms who desire representation in the British Isles, particularly in hardware and woodenware.

2684. **Wire from nickel chrome alloys.**—A firm in Birmingham, England, desire to import from Canada special wire manufactured from nickel chrome alloys.

2685. **Agency in Balkan States.**—A firm of general agents in Salonika wish to be placed in touch with Canadian manufacturers with a view to acting as agents for the Balkan States. They are particularly interested in dairy machinery and supplies, and also desire representation of belt manufacturers and firms dealing in electrical machinery and supplies. They are also prepared to negotiate for the supply of iron, steel, brass, and copper in bars or sheets. Bank references will be given to interested parties.

2689. **Representation.**—A Vancouver concern having representation in Mexico, Japan, China, India, East Indies, Australia, and other countries bordering Pacific ocean, are anxious to get in touch with Canadian manufacturers wishing to extend their operations in that field. Particularly interested in iron and steel, wire, wire nails, nuts and bolts.

Steel Official Speaks of English Industry

T. R. Mason, a representative of Sheffield steel concern, who is visiting Canada to gain an intimate knowledge of trade conditions here, stated in an interview in Toronto that Great Britain was reassuming and recapturing trade which it had lost during the war and was even going into new fields in the face of strong competition. Business gloom is vanishing in England, he stated, and within five years England will be farther ahead than it ever was.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of February 2nd, 1901:

"A swift, hot and spirited old-time game of hockey was enjoyed by quite a crowd of spectators in the White Star Rink, Montreal, when teams from The Canada Paint Co. and The Canadian Rubber Co. crossed sticks. Briefly, the match was won by the Canada Paint Co's team by 4 to 1. Captain Munro, of the winning team, is to be congratulated. H. Brigger, the rubber captain, is also deserving of commendation. The feature of the match was a bold dash by Mr. Russell of the paint staff."

* * *

"Caverhill, Learmont & Co. are opening a branch office and sample room in Winnipeg, which will be under the management of Mr. Thos. L. Waldon. Norman J. Dinnen will cover the territory on the main line. John Burns, Jr. and Colin C. Brown will retain their present districts in British Columbia."

* * *

"John Irving, Montreal rolling mills representative in Toronto and the West, whose appointment as sales agent of The Nova Scotia Steel Co. was noted a couple of weeks ago, leaves for New Glasgow, N.S., where he will in future reside."

* * *

"The hardware trade suffered rather severely from the disastrous fire that raged in the wholesale section of Montreal a week ago last Wednesday night. A. C. Leslie & Co. lost everything in their office except the contents of the vault. Alex. McArthur & Co. lost their entire stock. Thos. Davidson Mfg. Co's salesroom was completely gutted. Seybold, Son & Co's large hardware establishment was one of the last buildings attacked but was completely gutted. Mr. Seybold was in the office and the books were just being balanced for the year when the fire broke out."

* * *

"On account of the many inquiries from the large consumers of files throughout the Dominion, the Globe File Mfg. Co., Port Hope, Ont., have been compelled to add a re-cutting department to their factory and are now prepared to receive old files for re-cutting."

Imported Burlaps Are Again Available.

MONTREAL.—One of the greatest difficulties which users of imported burlaps—the basis of which is jute canvas—had during the war was that of obtaining the required quantities.

Burlap is made of the inner fabric of jute, this being a product of the fields of British India. After a three months' growth, the natives separate the desired inner fabrics from the outer covering. This is done under water, great care being taken not to injure or break the long fibres. After proper treatment these fibres find their way in bales to Scotland, where they are woven in a manner which produces a very desirable and high-grade product.

For reasons incident to the war, the supplies of burlap were shut off. Now that shipping and other conditions have righted themselves, the needed stocks are coming forward.

Burlap is used in varied ways. It forms the base of linoleum, oilcloth, etc. It is also treated after being received from the mills, with special sizing, making it desirable and ideal as a wall covering. Usually the "oil coated" grades are employed. They are the most convenient to use, owing to thorough saturation with linseed oil and selected pigments of desired shades. These shades form a "ground" over which the decorator may secure desired effects, dull, glossy or varnished, the finished walls being very attractive and sanitary.

Hardware and Metal is informed that painted burlaps are already available in reasonable quantities and at reduced prices. The hardware trade may now obtain the supplies necessary to take care of the building requirements, which are expected to be large this year. There is doubtless a field here for development that many hardware merchants will wish to fully exploit, now that the material is to be had promptly.

Trying To Push British Goods in Canadian Market

THE Montreal branch of the Canadian Association of British Manufacturers recently held their annual meeting. Following the luncheon the business was opened by the address of the retiring president, H. W. Weller, who outlined the work accomplished during the past twelve months, emphasizing the better progress that had been made as a result of the closer co-operation of the two branches, and the added interest that had developed in all activities of the association. Through the personal efforts of G. T. Milne, H. M. Trade Commissioner during the early part of 1919, and the enthusiasm of the officers and members since that time, much has already been achieved by the organization for the furtherance of British trade in the Dominion of Canada. Considerations have been obtained from the Government at Ottawa, regarding the customs valuation of invoices, that has simplified the work of importers and exporters. Recognition has also been given to the request for tariff modifications and steamship concessions — conditions that have assisted materially in promoting British trade. It was stated that negotiations were under way with kindred associations in other British Dominions for a permanent representative in London, with an office for the use of the members of the different associations.

Brief addresses were given by G. A. Marshall, Capt. John Harris and W. E. Bunny, president, vice-president and secretary, respectively, of the Toronto branch of the association. Emphasis was laid upon the necessity of every member working in accord with each other, and also co-operation with the branch officers, and likewise between the two branches, so that the work of the entire organization would be co-ordinated and maximum efficiency and benefit attained.

Owing to the fact that, henceforth, the government of the association shall be vested in the Supreme Council, the constitution has been revised, and the proposed draft was read to the members for their criticism and approval. Without a dissenting voice the draft, as prepared by the committee in charge, met with the unanimous approval of those present, and its adoption was decided on, pending the favorable consideration of the members of the Toronto branch, the annual meeting of which will be held on January 28.

The Montreal branch, at present, has two well organized trade sections, that of textile and steel, and it is expected that other sections will shortly be formed to accelerate the interest in other branches of trade development. It was likewise proposed that regular monthly meetings be held, as it was felt that, in this way, greater progress could be made and a more friendly spirit amongst the members in general created.

The local council for the ensuing year was elected at this meeting, and is as follows:

1st vice-president—F. I. Spielman.

2nd vice-president—J. E. Ritchie.

Executive Council—Allan S. Bain, St. Clair Tilley, Harold Brooke, W. T. Evans, H. W. Smythe, D. W. Clarke.

New Hardware Goods

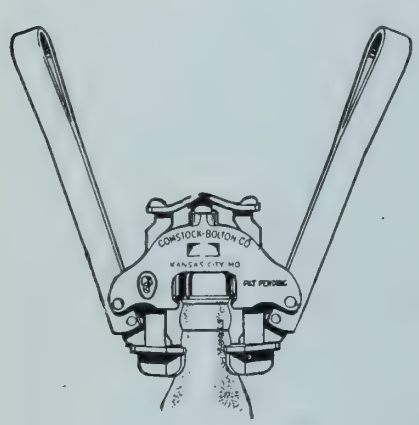
OFFERED TO CANADIAN HARDWAREMEN

THE "C-B-CO." BOTTLE CAPPER

The Comstock-Bolton Co., 1925 East 15th street, Kansas City, Mo., are manufacturing a bottle capper, which they claim can be used on any make or shape of bottle, and no adjustments are necessary to make it fit on different sized bottles. This means that the housewife who wants to put up her own catsups, fruit juices, home beverages, etc., can use any empty bottles she has in the house without buying new ones.

The C-B-Co. bottle capper is made of cold rolled steel, nickel plated, and has no castings, springs, keys or set screws to get out of order, and requires no stands or blocks, and weighs only 22 ozs.

The operation of capping is said to be simple, and the fulcrum principle insures maximum leverage with least pressure.



C. B. Co. Bottle Capper

SATURN CAN OPENER

The principle of the Saturn can opener is stated to be new in can openers and to enable anyone, even a child, to open a can with ease and safety.

As shown by illustration the opener consists of a platform on which can to be opened is placed, an upright grooved section in which cutting knife works, and which is adjustable to suit cans of different heights, lever handle and screw clamp to fasten opener to table or bench.

The method of opening can is described as follows: Place can on platform under the knife, adjust cutting blade to its top, work handle up and down, at the same time turning the can with the other hand. It is manufactured by the United Royalties Corporation, 1133 Broadway, New York City, U.S.A.



Saturn Can Opener

DAVIS NO. 1 BLASTER

The new Davis No. 1 blaster is a small light-weight blasting machine manufactured specially for the Giant Powder Co. and is said to be very powerful for its size, developing sufficient current to fire five 30 feet copper wire electric blasting caps or five 6 feet iron wire caps connected in single series. Its dimensions are 2 feet by 4 feet by 4½ feet and it weighs only 3¼ pounds.

The outer case of blaster is made of brass tube, nickeled, and top and bottom plates are aluminum. A removable leather strap is supplied for ease in carrying. The operating key is a separate part of the machine and can be kept by the firer of the shot. This is an important safety feature.

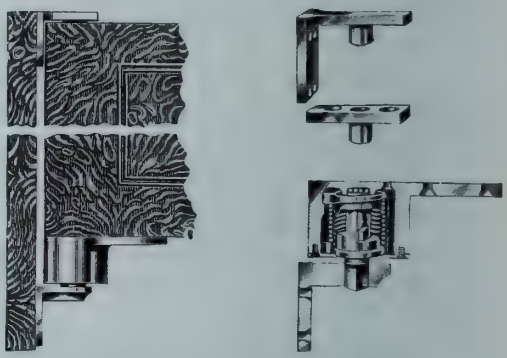


Davis No. 1 Blaster

The Davis blaster is handled by the Giant Powder Co., San Francisco, Cal., with Canadian offices at Vancouver, B.C., and Edmonton, Alta.

CHICAGO "SAGLESS" GATE SPRING HINGE

The Chicago Spring Butt Co., Chicago, Ill., are manufacturing a new spring hinge for use on swing gates in offices, etc., for which they claim the following special features. The hinge is of the pivot type and the weight of the gate is carried on ball bearings, thereby eliminating friction and wear and the pintle is rigidly attached to bottom bracket preventing gate from getting out of alignment. The spring is torsion type and hinge is double acting, is made of iron, brass or bronze and in various finishes, and is suitable for gates ⅞ to 2½ inches thick. No mortising is required as hinge and top socket can be applied to the surface of gate and post.



Chicago "Sagless" Gate Hinge

NEW THOR-75. AUTOMATIC ELECTRIC IRONER

The new Thor Electric Ironer is described by the manufacturer as representing an entirely new departure in home labor saving appliances. Two buttons on the control lever are shifted up and down according to the position in which the shoe is to be moved eliminating the exertion and time required to move the shoe by hand and leaving the latter free to guide the pieces being ironed.

Two speeds are given and a further feature is the direct shaft drive doing away with the need of belts or pulleys.

The manufacturers are the Hurley Machine Co., Chicago, Ill., with a Canadian branch at Yonge St., Toronto, Ont.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICES on several lines in the steel market are lowered this week in local warehouses. Sheets have declined slightly in order to clear out present stocks. Buying is still restricted, however, and stocks are very light. Trade in the non-ferrous metals is quiet with tin declining and copper unchanged, but weak. Lead prices are erratic but are expected to firm up shortly. In the manufactured articles copper products have shown some decline though there is still a big spread between ingot and sheet prices.

Price changes this week are a little less numerous. Declines are noted in copper wash boilers, tea kettles, tea and coffee pots of copper, and rivets. Some lines of brass goods have also declined, including escutcheon pins, some lines of compression goods and valves, cotton waste, cotton and canvas goods, including gloves, mitts, twines and web straps. Fuel oil is reduced as well as sheets and plates, wire, wrenches, lace leather, wrapping paper, lead solders, linseed oil. Grindstones have advanced. Paints and varnish are moving better this week. Business in general is assuming a better tone with sorting up orders coming forward in fairly good volume. Orders for later delivery are still backward.

Montreal Markets

MONTREAL, Jan. 27.—Price reductions are not so numerous this week, although important changes are again shown on different lines of wire. This is the second decline on these products in the last month. Trimo wrenches, lace leather and escutcheon pins also have lower levels. Kraft paper is reduced again, it only being shown last week at a reduction. Copper goods are reduced practically 2 cents a pound throughout and compression goods also show a decline. Cotton waste shows a substantial reduction of from 3 to 5 cents a pound. In the lead products, solders, both wire and bar, are at lower prices. The one outstanding advance is on the price of grindstones.

An Advance on Grindstones

Montreal.

GRINDSTONES. — A slight advance is quoted in grindstones this week. Prices now being quoted are: group A., $4.00 per 100 lbs.; group B., $4.25; group C., $4.25; group D., $5.00.

Copper Rods, Sheets Reduced

Montreal.

COPPER.—A reduction of two cents is given on copper rods, sheets and tubes. Copper rods are now 32 cents base, sheets plain at 34 cents, tinned 38 cents, and polished and tinned at 42 cents. Tubes are now selling at 49 cents base.

Trimo Wrenches Reduced

Montreal.

TRIMO WRENCHES.—A decline of 10 per cent. is shown on Trimo wrenches, they are now quoted at 35 per cent. off list, former price being 25 per cent. off.

Reduction in Laces

Montreal.

LACE LEATHER.—A 10 per cent. decline is noted on lace leather, both cut and side leather being affected.

Escutcheon Pins Reduced

Montreal.

ESCUTCHEON PINS.—A reduction is shown on brass and steel escutcheon pins this week. Brass are now quoted at 20 per cent. off list and steel 30 per cent. off list.

Kraft Paper Again Reduced

Montreal.

KRAFT PAPER. — This commodity again figures in a price change this week. Last week it was quoted at 15 cents, and now a lower price of 14½ cents a pound is given.

Corrugated Sheets Seasonable

Montreal.

CORRUGATED SHEETS.— Business continues to remain dull in corrugated sheets but this is only considered seasonable. Small shipments are being made. Present prices are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Waste Materials Dull

Montreal.

SCRAP METALS.—The market for scrap metals continues dull. Although a slight firming up with a few more enquiries was noted last week, business continues very quiet. Local quotations are as follows:

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Compression Goods Lower

Montreal.

COMPRESSION GOODS. — Several lines of compression goods have been revised to lower levels, compression bath cocks show a decline of about 10 per cent. Standard flatway stop and waste also have the same reduction. Brass steam cocks are lowered, and radiator valves have the new prices. Quotations are:

Compression work, standard	Less 25%
Fuller work, standard	30%
Bath-cocks, compression	30/5%
Do., fuller	28-30%
Flatway stop and waste cocks, standard	35%
Brass steam cocks, 3" and smaller	30%
Do., 3½ and 4 in.	Net list

Globe angle and check valves	20%
Globe twin check	25%
J.M.T.	Plus 10%
J.M.T. C.	Net
Jenkins gate valve	7/10%
Standard gate valve	5%
Radiator valves, standard	40%
Do., removable disc	50%
Basin cocks—	
No. 1 and 1, fuller pattern	30%
Quick opening	28%

Fitting Prices Hold

Montreal.

FITTINGS. — The reduced prices, shown last week on fittings, still hold for this week. There is a small demand for these at the present time, but sales are considered seasonable.

	Less
Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Pipe Sells on Same List

Montreal.

WROUGHT PIPE.—There is nothing new to report on wrought pipe. The new price lists, issued on the first of the month, are still used, these prices showing the difference in the freight rates. The demand for piping still continues fair, and deliveries continue better as the weeks pass.

Quotations will be found on current market pages.

Decline in Waste

Montreal.

WASTE.— The reduction in wastes, both colored and white, wool packing and Dominion wipers run from 3 to 5 cents. This decline was to have gone into effect on January 15th, but the new price lists have just been issued this week.

WASTE	
Cream, polishing	0 22
WHITE	
XXX	0 18½
XX	0 17½
X	0 16½
XLCR	0 16½
X Empire	0 15½
X Press	0 13½
6X Spec.	0 12
COLORED	
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09
WOOL PACKING	
Arrow	0 32
Axle	0 27
Anvil	0 22
DOMINION WIPERS	
Washed and Sterilized.	
White Cotton	0 20
Colored Cotton	0 15

Above lines subject to trade discount for quantity.

Sheets and Plates Quiet

Montreal.

SHEETS AND PLATES.—The volume of business is small on sheets and plates, only small sorting orders moving. The situation is rather unsettled at the present time and different prices are quoted by different jobbers. Stocks in local warehouses are said to be fairly heavy as long standing orders are now being filled. Lower prices may be expected on sheets when these stocks become more or less exhausted.

BLACK SHEETS—	
10 gauge	8 45
12 gauge	8 50
14 gauge	9 05
16 gauge	9 15
18-20 gauge	9 20
22-24 gauge	9 25
26 gauge	9 35
28 gauge	9 45
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	11 75
28 gauge	11 25
26 gauge	11 00
22 to 24 gauge	10 85
20 gauge	10 65
18 gauge	10 65
16 gauge	10 50
14 gauge	10 50
12 gauge	10 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	13 00	12 00
26 gauge	12 75	11 75
24 gauge	12 15	11 35
22 gauge	11 80	10 90
18 and 20 gauge	11 10	10 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Quiet

Montreal.

IRON AND STEEL.—The demand for these goods is very light at present, small sales are being made but they are of a sorting order. Prices remain as previously quoted.

IRON AND STEEL	
Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steed in scroll bdles, 50c per 100 lbs. extra.

Barbed Wire Again Lower

Montreal.

BARB WIRE.—A reduction is again quoted on barb wire, this being the second reduction inside of a month. Prices now are, 2 x 5, $4.95 reel; 4 x 6, $5.30 reel; 4 x 4, $5.75 reel. These quotations are for 80 rod reels.

Galvanized Wires Lower

Montreal.

GALVANIZED WIRES.—New prices are again out on galvanized wires. Like barb wire, this is the second decline in recent weeks.

Plain twist galv. iron, $7.15 per 100 lbs.
Plain galvanized wire, No. 9, $5.95 per 100 lbs.; No. 12, $6.10 per 100 lbs.; No. 13, $6.25 per 100 lbs.

Galvanized coil spring wire, No. 9, $6 per 100 lbs.; No. 12, $6.15 per 100 lbs.

Nail Prices Firm

Montreal.

NAILS.—Prices are remaining quite firm on wire and cut nails, and quotations made some weeks ago are holding. The demand is seasonably light, although spring deliveries are expected in the near future. Quotations are $5.85 base on wire nails and $6.60 base on cut nails.

Reductions in Lead Products

Montreal.

LEAD PRODUCTS. — Solders, both wire and bar, show a decline this week. Wire solders are 1¼ cents lower and bars 1½ cents. It is probable the easing of the lead market has had some effect on these products. The demand is fair, and if a little quiet is considered seasonable.

Lead pipe	0 13½
Lead waste	0 14½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 28
Do., strictly, lb.	0 26
Do., commercial, lb.	0 23
Solder, wiping, lb.	0 23¾
Solder wire (8 gauge)—	
40-60	0 28¾
45-55	0 30¾
50-50	0 32½
Zinc sheets, casks	0 14½
Do., broken lots	0 15½

Slump in Metals Continues

Montreal.

INGOT METALS.—Although no reason can be given for the continued slump on the London market, affecting tin more particularly than other metals, it continues to be in evidence and tin alone has dropped £40 in the last ten days.

TIN.—As stated in the above, tin has dropped £40 in the last ten days on the London market. It is impossible to say whether price will continue to decline, but local price is now quoted at 39 cents.

COPPER.—Copper is much easier in London and slightly lower in New York. The demand seems to have quieted down considerably in the last week. Prices are 19 cents for electro and 18¾ cents for casting.

LEAD.—This metal has held fairly well, considering the weakness of other metals. At present there is no sign of any lower prices. Quotations are 7½ cents.

SPELTER— Has declined in London and U.S.A., touching the low point of 5¼ cents in the United States. Local price is 7¾ cents.

ANTIMONY.—The lessened imports of antimony has had a strengthening effect in the market. Quotations locally are 8½ cents.

ALUMINUM.—This metal can be stated as quiet and unchanged, this condition has existed for some weeks now. Price 34½ cents.

Toronto Markets

TORONTO, Jan. 27.—The price tendency continues downward and several reductions are noted this week in hardware lines. The lower value of copper has brought declines in copper wash boilers, tea kettles and tea and coffee pots made from this metal. Copper rivets are also reduced in price. Some lines of brass goods have also declined and lower quotations are made on brass escutcheon pins, some lines of compression goods and valves. New lower prices are announced on cotton waste, and other cotton and canvas goods such as gloves and mitts, twines and web straps are showing further declines. Fuel oil has been reduced again. Sheets and plates are showing further recessions, and black and galvanized sheets are again reduced. Wholesalers report that orders are showing an improvement since the beginning of the month, and though a certain backwardness is noticed in ordering for later delivery, good sorting up orders are being received.

Bar Iron and Steel Hold

Toronto.

BAR IRON AND STEEL.—Business continues quiet in iron and steel, and the demand is stated to be light without showing much change. Present prices are the following:

IRON AND STEEL	
Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	6 00

Canvas and Cotton Gloves Down

Toronto.

CANVAS GLOVES.—A further reduction of about 20 per cent. has been made in the price of canvas and cotton gloves and mitts, and cotton gloves are now quoted at $1.50 per dozen

Fuel Oil Again Declines

Toronto.

FUEL OIL.—A decline has been made this week in the price of fuel oil, and it is being quoted at one cent per gallon below last week's prices. Quotations are 14.20 cents per gallon net for barrels, and 13.20 cents net for tank cars.

Gasoline and Kerosene Hold

Toronto.

COAL OIL AND GASOLINE.—Quotations are holding unchanged on coal oil and gasoline and Royalite is selling at 28 cents per gallon, and Palacine at 31 cents. Motor grade gasoline remains at 42 cents.

There have been declines reported in some parts of the States on these products. A reduction was made here in kerosene prices six weeks ago, but gasoline has held steady without a change since last September.

Escutcheon Pins Reduced Prices

Toronto.

STEEL AND BRASS ESCUTCHEON PINS.—A reduction has been made in the price of escutcheon pins, and the discount on steel pins is now 30 per cent. off list, and 17½ per cent. for brass.

Copper Wash Boilers Lower

Toronto.

COPPER WASH BOILERS.—A decline of about 20 per cent. has been made in the price of all copper wash boilers. These are now quoted at net list, instead of list plus 25 per cent. The tin boiler with copper bottom remains unaltered at 50 per cent. on.

Copper Ware Quotations Lower

Toronto.

N.P. COPPER WARE.—Reductions have been made in quotations on nickel plated copper ware, and copper kettles, tea pots and coffee pots are now list plus 30 per cent. in place of list plus 60 per cent., a reduction of about 20 per cent.

Manufacturers state that there is still too great a difference between the pig metal and the copper sheet.

No Further Change in Rope

Toronto.

ROPE.—Quotations on rope and cordage are holding at the declines announced last week. The demand for present requirements continues seasonably light, it is reported, but an improvement is noted in booked orders.

Prices are as per current market pages.

Some Compression Goods Down

Toronto.

VALVES AND BIBBS.—A few revisions have been made on some lines of compression goods and the tendency of these lines is lower as was forecast in recent issues of Hardware and Metal.

Sales are seasonably light at the present time, though a fair movement is noted on smaller sizes.

Brass steam cocks, standard, are now 10 per cent. off list in place of plus 10 per cent., and J.M.T. globe, angle and check valves are also quoted at 10 per cent. off in place of plus 10 per cent. J.M.T.C. valves are now quoted at 20 per cent. off, instead of net list, and gate or straightway valves at 7 and 10 per cent. off list. Emco J.D. valves and Emco check valves are now selling at 10 per cent. off list and Webber gate valves at 15 per cent. off.

Following are present quotations:

Compression work, standard	**25%**
Fuller work, standard	**30%**
Bath cocks, compression	**25%**
Do., Fuller	**28-30%**
Flatway stop and waste cocks, standard	**25%**
Roundaway stop and waste cocks, standard	**5%**
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J. M. T.	10%
J.M.T. C.	20%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	**23%**
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

F. O. B. factory, Toronto.

Copper Rivets Are Lower

Toronto.

COPPER RIVETS.—New lower prices have been made on copper rivets and for rivets without burrs prices are the following: No. 7, 44 cents per lb.; No. 8, 49 cents; No. 9, 51 cents; No. 10, 53 cents. For rivets with the usual assortment of burrs prices are: No. 8, 51 cents; No. 10, 54 cents. The quotations on burrs are as follows: No. 7, 66 cents; No. 8, 68 cents; No. 9, 73 cents; No. 10, 78 cents.

New Quotations on Roofings, Etc.

Toronto.

ROOFINGS AND SHEATHINGS.—New prices went into effect on roofing felts and sheathings at the new year and were announced in the January 1 issue of Hardware and Metal, and were approximately a reducton of from 11 to 17 per cent. on fibres and about 10 per cent. on ready roofings.

The new quotations on the Barrett line are as follows:

	Per 400-ft. roll
Dry Fibre, No. 1, Anchor	$1 65
Do., No. 2, Anchor	1 10
Tarred Fibre, No. 1, Anchor	1 70
Tarred Fibre, No. 2, Anchor	1 45
Stag Sheathing	1 15
	Per cwt.
Scythe brand, heavy dry straw	5 10
Spruce sheathing, 36 in. wide	9 75
Anchor brand carpet felt	6 50
Tarred felt, 7 oz., 10 oz. and 16 oz.	5 35
READY ROOFING.	Per square
Everlastic, 1 ply	2 10
Do., 2 ply	2 50
Do., 3 ply	2 95
Panamoid, 1 ply	1 90
Do., 2 ply	2 30
Do., 3 ply	2 75
Red Star, 2 ply	2 13
Do., 3 ply	2 55

Cotton Waste New Prices

Toronto.

COTTON WASTE.—The new prices on cotton waste show declines of from 1 to 4 cents per pound, according to quality. Trade is reported quiet in this commodity at present. Following are the new quotations:

COTTON WASTE—Cream, polishing, 22c. White, XXX, 21c; XX, 19½c; X, 17½c; XC, 16½c; XXX, 18½c; XX, grad., 17½c; XLCR, 16½c; X Pres., 13½c. Colored—No. 1, 14½c; No. 7, X Empire, 15c; X Pres., 13½c. Colored—No. 1, 14½c; No. 7, 13½c; No. 1A, 12½c; No. 1B, 11½c; fancy, 15c; Lion, 13½c; Standard, 12c; Popular, 10½c; Keen, 9c.

Above lines subject to trade discount for quantity.

Web Straps Are Lower

Toronto.

CANVAS STRAPS.—There has been a reduction in the price of web straps of about 30 per cent. In the smaller sizes there is a good demand for these as skate straps, and the larger sizes for strapping up parcels, grips, etc.

Brass Curtain Fixtures Reduced

Toronto.

CURTAIN POLE RINGS, SOCKETS, ETC.—A decline of about 10 per cent. has taken place in the price of curtain pole sockets, rings and fixtures made from brass.

Steel Gas Tubing Down

Toronto.

STEEL GAS TUBING.—A reduction has been made in the price of this and it is now quoted at 7 cents per foot, in place of 9 cents.

Aluminum Numbers Down in Price

Toronto.

ALUMINUM HOUSE NUMBERS.—There is usually a good demand for house numbers in the spring, and prices of aluminum numbers are lower by about 25 per cent. than old quotations.

Aluminum Wares Selling Well

Toronto.

ALUMINUM WARES.—There is a steadily growing demand for aluminum ware in cooking utensils, and in tea and coffee pots and percolators, etc., and wholesalers report satisfactory sales of these lines.

In United States markets there have been some reductions made in prices on aluminum ware, and it is reported that quantities of German made wares have been lately imported into the States.

Wrought Pipe Holds Unchanged

Toronto.

WROUGHT PIPE.—Prices are holding unchanged on wrought pipe, and sales are reported fairly good for the period of the year. Stocks of the smaller sizes are said to be below normal, but are getting better.

Quotations are as per list No. 48 and are on current market pages.

No Alteration in Nails

Toronto.

NAILS.—No changes are reported in nail prices, and wire nails are quoted at $5.75 per keg base. Stocks are stated to be fairly light and present demand is no more than is usual at this time.

New Fitting Prices Shown

Toronto.

PIPE FITTINGS.—Prices of fittings are holding at the recent declines noted. The demand while not heavy is reported to be fairly active considering that there is little new building being constructed at the present time. Supplies show an improvement. Quotations are the following:

Cast iron fittings	10%
Plugs	20%
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 26	0 36
Class C.	0 17	0 26

Corrugated Sheets Are Quiet

Toronto.

CORRUGATED SHEETS. — Quotations are holding at the recent decline, and no further change is expected at present. Business is naturally quiet in this line and little improvement is anticipated for a few weeks. Quotations are the following:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

50 cents per square extra for one inch corrugation.

Lead Products Fairly Active

Toronto.

LEAD AND ZINC PRODUCTS.—Little change is noted this week in lead or zinc products, and quotations remain unaltered. In solder wire the following is quoted, 40-60, 26½ to 28 cents per pound; 50-50, 29 to 31 cents. Calking lead is quoted at 9½ cents.

Many are of the opinion that the bottom has been reached in the pig lead market and that further declines in primary markets are unlikely. The demand at present is said to be fairly normal. Quotations are the following:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24¼
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Sheets and Plates Are Lower

Toronto.

SHEETS AND PLATES.—Quotations show some recessions from figures given last week on plates, and also on black and galvanized sheets. Buying is light and sales are usually in smaller lots than ordinary, and though stocks appear ample for present requirements, a good buying movement it is stated might reveal a shortage in some of these goods.

Following are current quotations:

PLATES

10 gauge	6 20	....
12 gauge	6 25	....
14 gauge	6 30	....
16 gauge	6 40	....

BLACK SHEETS

14 gauge	6 70	7 70
16 gauge	6 75	7 75
18-20 gauge	6 80	7 80
22-24 gauge	6 85	7 85
26 gauge	6 90	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier and Apollo	
10¾ oz.	9 30	10 50
U.S. 28	9 00	10 20
N.S. 26	8 75	9 95
22 and 24	8 55	9 70
18 and 20	8 40	9 55
16	8 40	9 55
12 and 14	8 25	9 40

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials Keep Quiet

Toronto.

WASTE MATERIALS.—The waste material markets have been exceedingly slow, but inquiries are coming to hand in better volume and prospects seem stronger. In the scrap iron market prices have been unchanged and little purchasing interest has been shown. Dealers believe that an increase in demand will be felt in a few weeks. Conditions are believed to be on the mend with the worst of depression over, and business will come back very shortly.

The following average prices for large quantities are strictly nominal:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Heavy copper	0 11½	0 12½
Scrap zinc	4 00	4 50
Light brass	4 25	4 75
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	3 00
Overseas lumbermen's rubber boots	1 50	2 00
Bicycle tires	0 01	0 01½
Tea lead	2 00	2 25
Automobile tires	0 50	1 00

Ingots Dull; Tin Erratic

Toronto.

INGOT METALS.—Markets are reported as dull again in ingot metals and fluctuating from day to day. Tin especially has been erratic and after declines on London markets has rallied only to fall again. It is the only metal this week showing a change here and has dropped two cents since last week.

COPPER.—In outside markets this metal has had a lull and business is reported to be quieter again. Values are nominally unchanged but advices from New York indicate a cessation of the export demand. Quotations locally are unchanged from 19 cents for casting copper.

TIN.—Very erratic describes this metal and present quotations here are down two cents from last market report. Prices fell following weakness in London tin markets. Prices here are quoted at 45 cents.

LEAD.—This is stated to be dull and unchanged. Some outside markets are reported easier and others are a trifle firmer. It is anticipated that lead markets may have a bullish tendency as it is stated that American producers have greatly curtailed operations and a large number of the Broken Hill Mines have suspended operations. Quotations hold here at $7.00.

SPELTER. — The market is dull in spelter and shows no change from previous quotations at $7.50.

ANTIMONY.—Quotations are holding unchanged at 8 to 9 cents on antimony, and the metal is quiet.

ALUMINUM.—Prices are holding unchanged at 35 to 37 cents. Outside markets are reported easier in this metal.

London Markets

LONDON, Ont., Jan. 27.—Several price changes are noted this week, and among the principal ones are tee and strap hinges, shelf brackets, barrel bolts and hooks and staples, which are all lower. Turpentine declined again in price.

There is an improvement in business and orders coming in are showing an increase both in numbers and size. Merchants are very optimistic here and are expecting to see the improvement maintained and a good volume of business done this coming spring.

Turpentine Declines Five Cents

London, Ont.

TURPENTINE.—A new lower price is made this week on turpentine, and it is being quoted at 5 cents per gallon less. New prices are the following:

Turpentine—	Per Imp. Gal.
1 barrel lots	$1 30
2 to 4 barrel lots	1 29
5 gal. lots	1 45

Linseed Oil Prices Unchanged

London, Ont.

LINSEED OIL. — The quotations of last week are still in effect on linseed oil, and sales are small yet. Following are quotations:

	Raw.	Boiled.
1 to 2 bbls.	$1 10	$1 13
3 to 5 bbls.	1 09	1 12
6 to 9 bbls	1 07	1 10

Less barrels, add 15c per gallon.

Nails Show No Change

London, Ont.

NAILS.—The demand for nails is not heavy, but a fair sorting business is being done at present. Sales are made at $5.75 per keg base for wire nails, and $7.15 for cut nails.

Rodgers Cutlery Being Received

London, Ont.

JOSEPH RODGERS CUTLERY. — Supplies of this make of cutlery in pocket and in butcher knives have been very scarce for several months, and shipments have recently come to hand. Prices are holding firm and some of the better known lines are given below:

POCKET KNIVES — No. A32345 x 2¾ in., 2 blades, $10.56 doz.; 3 in., $11.52; 3¼ in., $12.96; 3½ in., $14.40; 3¾ in., $15.84. No. A32341 x 3 in., 1 blade, $8.16 doz.; 3¼ in., $8.60; 3½ in., $9.60. No. A32352, boys' 1 blads, $6.48 doz.

JOSEPH RODGERS' BUTCHER KNIVES — No. 1707 x 5½ in., $6.90 doz.; 6 in., $7.20; 6½ in, $7.80; 7 in., $9.00; 8 in., $10.80; 10 in., $15.45; 12 in, $24.60; 14 in., $37.50.

SKINNING KNIVES—No. 1707 x 5½ in., $7.20 doz.; 6 in., $7.50.

STICKING KNIVES—No. 1707 x 6 in, $7.95 doz; 6½ in., $8.55

Copper Boilers Are Reduced

London, Ont.

COPPER WASH BOILERS. — New lower prices are in effect on solid copper wash boilers, and constitute a reduction of about 20 per cent. These goods are now quoted at net list.

Lower Prices for Copper Kettles

London, Ont.

COPPER TEA KETTLES.—Approximately 20 per cent. reduction has been made in the price of nickel-plated tea kettles and the new discount is list plus 30 per cent. These have been selling at list plus 60 per cent.

Heavy Tees and Straps Reduced

London, Ont.

TEE AND STRAP HINGES.—A reduction has taken place in the price of heavy tee and strap hinges, and they are practically 15 per cent. lower.

The new quotation is 35 per cent. off list. Formerly this was 25 per cent.

Shelf Hardware Is Reduced

London, Ont.

SHELF HARDWARE. — Reductions of from 5 to 10 per cent. have been made in prices of several lines of shelf and builders' hardware, and plated butts, plain steel butts, barrel bolts, wrought staples, hooks and staples, and safety hasps are lower. New net prices will be available in the course of a few days.

McCloskey Wire Grips Lower

London, Ont.

McCLOSKEY WIRE GRIPS. — New lower prices are quoted for this wire fence grip or stretcher and they are now priced at 85 cents each.

Plumbers' Torches Are Down

London, Ont.

GASOLINE TORCHES. — Some new prices are in effect on plumbers' gasoline torches and are a reduction. Following are new quotations:

No 31, $9.25 each; No. 32, $9.60; No. 120, $8.25; No. 122, $7.20; No. 130, $7.25; No. 208, $9.60.

New Prices on Sap Spouts

London, Ont.

SAP SPOUTS.—The sap spouts made by the Sheet Metal Products are quoted this season at $38.00 per thousand.

Good Sales on Auto Lenses

London, Ont.

AUTO LENS.—There is a good sale at present for non-glare auto lens. Many different makes approved by the Government are being offered and prices range from $1.25 per pair to $5.00 per pair.

Rope Prices Are Held

London, Ont.

ROPE.—There is no change this week on the price of rope and sales are slow at present. Quotations are as follows:

Pure Manila, 26 cents lb. ball; Beaver Manila, 21 cents; Sisal, 19 cents; Lath Yarn, 19 cents.

Sash Weights Show Decline

London, Ont.

SASH WEIGHTS.—New lower prices are quoted here for sash weights, and the round solid weights, 3 pounds and heavier, are now $4.75 per 100 pounds. In the sectional weights prices are $5.25 per cwt. for one-pound size and $5.75 for half-pound weights.

Crushed Oyster Shell Lower

London, Ont.

OYSTER SHELLS.—A slight reduction has been made in the price of crushed oyster shell for poultry, and it is now quoted at $1.60 per 100 pounds.

Refrigerators Are Being Booked

London, Ont.

REFRIGERATORS.—Orders are now being booked for refrigerators and the household sizes of the Sanderson Harald make are quoted at 40 per cent. off list. The grocers' and hotel or restaurant lines are 35 per cent. off list. These are the same quotations that were made last fall.

American Roofing Nails Improve

London, Ont.

AMERICAN ROOFING NAILS. — Shipments are being received now and supplies are coming in from the mills faster of the large head American roofing nails, which last season were very scarce. The price at present is about $12.00 per 100 pounds.

National Planes Are Lower

London, Ont.

PLANES AND VISES.—The various makes of planes and vises manufactured by the National Manufacturing Company are reduced in price and are about 10 per cent. lower.

Good Booking For Netting

London, Ont.

POULTRY NETTING.—Booking orders for spring delivery are now being received in considerable quantity and the Canadian make of poultry netting is selling at list plus 10 per cent. in 1-inch and 2-inch mesh, standard gauge.

Screen Wire Cloth Prices

London, Ont.

SCREEN WIRE CLOTH.—The quotation for screen wire cloth for this

(Continued on page 61)

"Customers Appreciate High Grade Paint"

Says Montreal Merchant After Twenty Years of Paint Selling—Follows Policy of Educating Customers to Value of High Grade Product—Customer Blames Merchant if the Quality of Paint Sold is Not Right.

"OUR motto is, 'Goods With Character.' Never mind what price you will have to charge us for the goods, go ahead and make them right and we will sell them and get the price."

So spake Mr. Leger, of the hardware firm of Lacroix and Leger, Limited, 479 Mount Royal Avenue East, to Hardware and Metal. The question arose when a certain brand of paint was referred to by the writer as being a worthy one. Mr. Leger said that it was, and that they had proved, particularly in the past five years, that the customer will buy that on which he can depend. And this dependence is inspired by the confidence of the customer in the dealer from whom he customarily buys. If he cannot rest his confidence in that dealer then he will, sooner or later, go elsewhere. Such is the opinion of Mr. Leger.

"We used to be bothered, years ago, with this argument: 'Well, I can get that a cent cheaper down town.' It was really a task to meet that argument, for the customer made so much of it. But now it is different. If the customer thinks the article too high, then he will perhaps go into the next store, and he will find that there is little or no difference. Finally, he will either trade at one of the other stores he has compared our prices with, or will come back and deal here permanently."

Only One Sure Way

But, as a rule, Mr. Leger stated that customers now look more closely into the real worth of an article than at its price. If it is satisfactory to them from a quality standpoint, then they will buy. "Price is not the consideration it used to be some years ago, and the customer has the money to buy with," commented Mr. Leger. "Workers are still getting good wages and are able to pay for what they need, and they are paying it, even though they are not buying far ahead of their needs."

Here reference was made to the credit evil. The firm used to do an extensive credit business, but this is now much more closely confined. "They have to either pay cash or give references," Mr. Leger remarked. "A while ago a man came in and wanted to open an account for some paint, etc. We talked the matter over and I asked him if he had any references. He gave me one, and one of the firm immediately went out to investigate while I kept the man engaged in conversation. The investigator soon returned, and while the reference was correct the recommendation was not satisfactory, and we did not open the account."

This plan has saved the firm much uneasiness as well as money, and Mr. Leger said that he believed that when people were earning good money, they ought to pay the cash. As far as this firm is concerned they are making sure before a new account is opened.

The Right Way to Grow Up

Asked as to the source of his trade and whether definite plans were followed in the way of advertising, Mr. Leger said that they had depended largely upon making goodwill with every customer. This was reflected recently in a unique way, which well illustrates the value of holding down a location for many years.

"I was in a certain wholesale warehouse recently, when a young man stepped up to me and said: 'Oh, you are Mr. Leger; you have a store on Mount Royal Avenue. I used to live near your place.'

"I did not know this man, of course, and was surprised that he knew me. We get many orders by telephone, and these are often from people who know us for many years, and who are satisfied to give us their business. These custotmers who used to be boys or young men in our neighborhood, have now grown to manhood and have married. They are giving us their business because they have come to know that we will give them value."

This illustrates that the growing generation, after all, is more observant than they are sometimes credited with being. They have, in such instances as those referred to just now, been consciously or unconsciously deciding where they will buy when they have set up a home of their own.

The Way to Put Sales Across

Referring again to the plan of selling the better article, Mr. Leger said that they had found, by experience, that good paint, for instance, was the only paint to sell. His firm had stocked a paint at one time which they did not feel was the best procurable. Complaints came in, and these multiplied. People found fault every now and then with the results they obtained from the use of a certain specialty, and they were usually dissatisfied when the results were not as hoped for. The blame was attached to the dealer at such times, whereas, if the dealer had sold that specialty which he knew to be well adapted for the work in hand, there was little chance of a complaint.

"If the manufacturer will give us the quality in his products that is what we want. We will sell the goods, no matter if they are high-priced," he concluded.

GLIDDEN

EVERYWHERE ON EVERYTHING

Wearette Saves the Surface

A durable, waterproof household varnish, for reviving and renewing woodwork or furniture—that's Wearette, an unusually enduring and permanently attractive Glidden finish.

Like all Glidden products, Wearette enjoys the prestige that fifty years of successful manufacturing brings. The Glidden name represents known value the Dominion over; it's a familiar name to buyers generally and the products it represents find ready acceptance wherever offered.

Identify yourself with Glidden and profit by the popularity of the Glidden line. It's a mark of distinction to be known as the Glidden dealer in any locality. Write for dealer proposition.

THE GLIDDEN COMPANY, LTD.
Toronto, Ont.
Branches at Montreal and Winnipeg



Shellac Trade Is Depressed

Phonographic Interests Out of the Market—Competition in Shellac Prices More Evident—Primary Market Advance Not Thought To Be Permanent

WHILE a little better feeling has prevailed in the shellac market during the last week, the demand has been of a routine nature and largely of a jobbing character, though with price cutting by second hands competition has been forced more to the front, says the American Paint Journal. While price cutting is not being openly resorted to by the importers, the trade is meeting all competition when necessary.

Although the Calcutta market has recently shown quite a sharp advance, partly due to the advance in sterling exchange, it is still doubtful how permanent an improvement has developed. It is probable that considerable buying went on in Calcutta for the account of phonograph record makers at the recent low levels. The attractiveness of the London market also has resulted in some purchases in the March and May positions at what are believed to have been very low prices. At any rate importers are hopeful for the future.

While the fluctuations at Calcutta have an influence on the New York market in normal times the recent dull period which the market has been experiencing undoubtedly has had more influence on Calcutta than have the declines in this market.

The thing of chief interest appears to be the fact that the consumption of shellac here has been greatly curtailed, to a degree in striking contrast with a year ago when every package arriving had been sold even in advance of shipment.

The principal cause of the dullness appears to be laid at the doors of the phonograph record manufacturers, who in normal times consume at least 50 per cent. of the shellac imports and are usually stocked up well in advance of requirements. With these interests out of the market it is evident that the consumption of shellac must be considerably less than usual, though shellac consumers in other lines also have been following the trend of the times and holding off for lower prices.

But as far as the phonograph record business is concerned, it is quite apparent that the blame must be laid at the door of the ultimate consumer. The phonograph trade always has depended on a heavy volume of business in the Christmas holiday season. The usual preparations last year had been made for this expected trade and when it failed to materialize the result was somewhat embarrassing even to the largest companies.

Not only were the salesmen unable to make their normal sales as in recent years when the people were spending money freely, but they found that many reproducing machines were being returned because of non-payment of instalments, which also further reduced the sales of records.

W. H. Gerke to Enter Business for Himself

W. H. Gerke has resigned from the position of general manager of the Martin-Senour Company in the United States.

Mr. Gerke is well known in both the United States and Canada. His connection with the paint industry dates back more than thirty years, during all this time being connected with the Martin-Senour Company and having worked his way up from boyhood in that organization. In 1905 Mr. Gerke came to Canada to take charge of the Canadian business for the Martin-Senour Company, which was being started at that time. In 1916, the Canadian branch of the Martin-Senour Company was sold, shortly after which Mr. Gerke returned to Chicago as general manager of the Martin-Senour Company in the United States. He resigned from the Martin-Senour Company recently in order to engage in business for himself and will shortly announce his new connections.

Extending Electric Power

Lucknow.—After a year and three months in varying degrees of darkness, since the closing of the privately owned lighting plant, Lucknow is now enjoying the benefits of hydro from its own substation.

Pratt & Lambert Convention

Pratt & Lambert, Inc., held the annual sales convention of the staff in Canada and the United States in Buffalo.

In his opening address, "Our Convention," Monday afternoon, President J. H. McNulty said that "Progress" was the watchword for the coming year and the keynote of the convention.

Other officials of the company spoke on various subjects concerning the manufacture and sale of P. & L. products.

Among other staff changes announced at the convention was the appointment as general manager of A. D. Graves, who for the past three years has been manager of trade sales.

Farrar Assumes Management of Glidden Advertising

Frederick Arnold Farrar, for the past fourteen years advertising manager for the Adams & Elting Co., makers of Adel-ite paints and varnishes, and for the past year director of advertising for the Heath & Milligan Manufacturing Co., Chicago, has been recently appointed director of advertising for the Greater Glidden Company of Cleveland. Mr. Farrar is a man of rarely combined talents; he is not only a clever salesman, a versatile writer and artist, but a man of keen business acumen and above all an advertising man of the most efficient type.

Mr. Farrar is very enthusiastic about the future of the Glidden Company and its fast growing auxiliary organizations. Adrian D. Joyce, president of the Glidden Company, in announcing the addition of Mr. Farrar to his organization, spoke of the splendid work he had done for the Adam & Elting Company and the Heath & Milligan Manufacturing Company.

For years he has been very active in commercial and civic affairs in Chicago and the Central West and the best wishes of a host of friends and associates go with him in his new responsibilities. Mr. Farrar will make his temporary headquarters with the Adams & Elting Company, Chicago.

T. F. Helms Made Advertising Manager of Glidden Co.

T. F. Helms, who for some time has been in the advertising department of the Glidden Co. of Cleveland and has acted as assistant advertising manager, has been promoted. Mr. Helms was formerly with the National Carbon Co. of Cleveland and has a very thorough knowledge of advertising details and the requirements in a well organized department. Frederick Farrar, who has become director of advertising for the Greater Glidden Co., says he is very fortunate in having a young man of Mr. Helm's calibre.

New Milking Machine Company

Announcement is made of the incorporation of the Macartney-Somes Milking Machine Co., of Bloomfield, N.J., with the following officers: L. N. Somes, president and general manager; A. C. Macartney, vice-president, in charge of all development and production work; J. J. Clark, treasurer, and A. P. Jennings, secretary.

Mr. Somes was first a successful business farmer, for years he was associated with the Sharples Separator Co. For the last eight years he has been associated with the Empire Cream Separator Company, of Bloomfield, New Jersey. He held the position of general sales manager in charge of their sales activities over the entire United States and Canada.

HILLCREST REGISTERED
A GUARANTEE OF QUALITY

"HILLCREST"

(TRADE MARK REG'D)

Do You Know What It Means On a Can of Paint?

HILLCREST belongs to Sanderson Pearcy & Company, Ltd. We are manufacturers. We make an unusual line of paints, varnishes, enamels and kindred products. These are unusual because each represents a "plus" standard of manufacture. Research, experience, knowledge, skill, are concentrated on making products in this line as nearly perfect as humanly possible; such products are labeled "Hillcrest." We firmly believe it impossible to make a better article.

Welcome the Hillcrest salesman; he knows that your interests are his. He sees lots of retail problems; when you think he can help you, he'll cheerfully do it. Ask him about "Hillcrest" Bronzing Liquid; Colors in Oil; Colors in Distemper; Colors in Japan; Motor Car Enamel; Paste Filler; Crack Filler; Barn Red Paint; Outside Gloss White Paint; Inside Flat White; Aluminum Paint; Carriage Paint; California Gold Paint; Orange Shellac; White Shellac; Graphite Machine Paint Liquid; Oil Stain; Varnish Stain; Shingle Stain; Pure Lead; any of the Hillcrest Varnishes, or other product of interest to you.

The coming series of advertisements will make you better acquainted with "Hillcrest" and its value to you as a merchant.

For Information and Prices Write

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

"Save the surface and you save all"

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, January 27th. — Paints and varnishes, with allied products are reported with a better movement this week. Many spring shipments are now being made, and although in smaller consignments than last year, business is considered quite normal. There is a very unsettled condition in the shellac and window glass market, with local jobbers quoting different lower prices. Linseed oil again registers a decline, while putty and turpentine remain unchanged.

Putty Remains Unchanged

Montreal.

PUTTY.—The same situation might apply to putty as to white lead in oil. Business offerings continue dull with prices unchanged, the between-seasons no doubt accounting for small sales to a great extent. Quotations are:

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs....	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs...	8 25	8 50	8 85
Bladder barrels, 400 lbs. ..	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Glass Also Unsettled

Montreal.

WINDOW GLASS.—The demand for window glass is very light at the present time, however, the situation is very unsettled and different prices are being quoted among the local jobbers. The market quotation is unchanged at 30 per cent. off the list, but some firms are offering 33 1-3 per cent. off list.

Shellac Unsettled

Montreal.

SHELLAC.—The situation on shellac is very unsettled and price cutting seems very prevalent. Prices range from $5.00 to $6.00 a gallon on orange shellac in barrels. It is very difficult to determine the prevailing market quotations, but the following prices seem to be the lowest available. Orange in barrels, $5.25; in one gallon jugs $5.50; white, in barrels or 5 gal. jugs, $5.75; in one gal. jugs, $6.00.

Paints and Varnishes Improved

Montreal.

PAINTS AND VARNISHES. — The movement of paints and varnishes generally has improved considerably during the past week. Spring shipments are now being shipped and although buying has been curtailed, and consignments not as heavy as last year, business is quite favorable.

Linseed Oil Again Declines

Montreal.

LINSEED OIL.—With the easing of the flax market come lower prices on linseed oil this week. The flax market is very uncertain at present, thus making it difficult to determine what further changes will take place in the near future in the oil products. The demand continues light and only small sales are being made. Local quotations differ from 3 to 4½ cents, however the lowest prices obtained are:

1 to 2 barrels	1 09	1 11½
5 to 10 barrels	1 04	1 06½

White Lead in Oil Firm

Montreal.

WHITE LEAD IN OIL.— Prices on white lead in oil remain as quoted last week. Business is still quiet, and it is the belief of one manufacturer that merchants are still holding off and not buying their spring requirements. Stocks in the hands of the dealers are reported light, and it is hoped that in the very near future the demand will become very much larger. It is the firm belief of the above manufacturer that the trend of market will be upward rather than any lower prices.

Local quotations are $16.00 per 100 lbs. in 5 ton lots, $16.50 in one ton lots and $16.85 less than ton lots.

No Change in Turpentine

Montreal.

TURPENTINE.—There is practically no change in the turpentine situation this week. Conditions in the south are unchanged with a little firmer tone than existed during the past winter months. Demands are still light, but quotations hold at previous prices.

Quotations are as follows:

Turpentine—	Per Imp. Gal
1 barrel lots	1 25
2 to 4 barrel lots	1 24
Broken lots	1 26

Toronto

TORONTO, Jan. 27.—Prices are holding unchanged in paints and varnishes and other paint products. Linseed oil shows a slight decline since the last report, but turpentine is unchanged. White lead in oil and putty are holding firm and unchanged.

Glass furnishes the only commodity in this market to show any striking change, and, as was noted in last week's issue of Hardware & Metal, the window glass market is very unsettled.

From a nominal discount of 30 per cent. quotations have widened so that in many cases as much as 60 per cent is being quoted off list prices. How much extra business the reductions are bringing in is doubtful, and some are of opinion that higher instead of lower prices would stimulate buying more. It is noted that these quotations apply only to Belgian glass in which the market is very weak.

Taken altogether a better volume of business is reported this week, and some fairly good orders are reported in different quarters.

Paint and Varnish Hold

Toronto.

PAINT AND VARNISH.—No changes are made in prices of paint and varnish. Bookings, while slower and probably below last season at this time of the year, are reported to be improving and a very satisfactory volume of business has been received by paint manufacturers here during the past week or so.

If improvement is maintained from week to week as it has been since the travelers started out this season there will be very little to complain about, was the statement made to Hardware and Metal.

White Lead Holds Unchanged

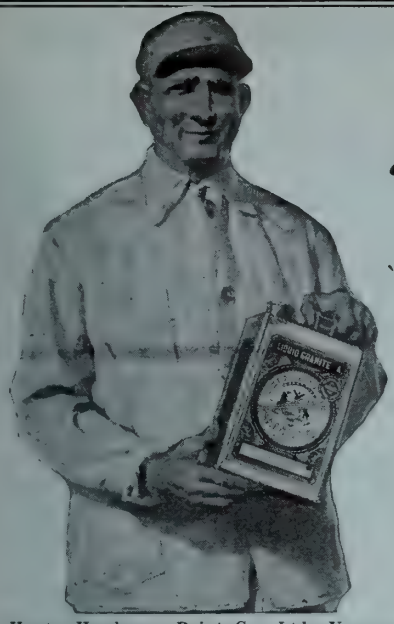
Toronto.

WHITE LEAD IN OIL.— Prices are holding unchanged on white lead in oil. Business though light is reported to be as good as can be expected for the time of the year for present delivery, and bookings are showing a slight improvement. Quotations will be found on current market pages.

No Changes in Putty

Toronto.

PUTTY.—Sales are stated to be seasonably light on putty. Stocks are in fair shape and with the demand normal there should be no shortage this year. Quotations which are unchanged are given as follows:



The Luxeberry Painter Says:

"Beautiful homes are made from the inside out and not from the outside in. The outside of the house is the casket, the jewel is inside, and it is the painter who creates it with the aid of the right finishes. I always use Berry Brothers' Finishes because with them I can depend upon producing results that please me and satisfy my customer. I made a notable failure or two with other finishes, but it will never occur again."

The year-in-year-out uniform quality of Berry Brothers' products established a nation-wide demand for them that is always growing.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal. Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

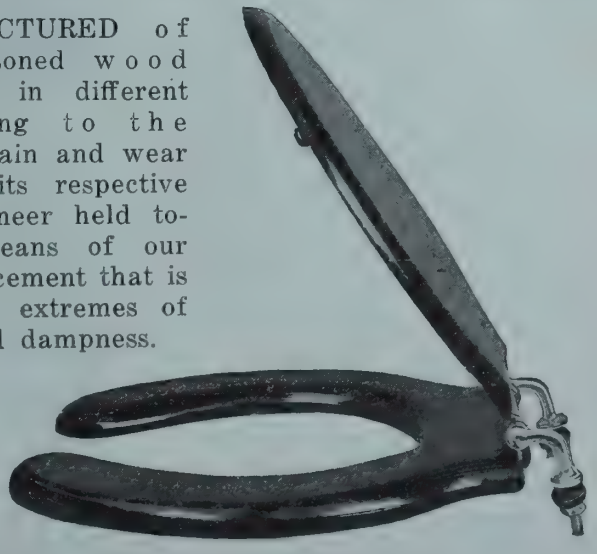
BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

The EVERLASTING VENEER TOILET SEAT

The Ideal Seat for Strength, Cleanliness and Hygiene

MANUFACTURED of air-seasoned wood veneer in different plys, according to the amount of strain and wear required of its respective parts, the veneer held together by means of our special wood cement that is proof against extremes of heat, cold and dampness.

Durability, Quality and Finish Unexcelled.



SPECIALLY recommended for cold, damp basements, schools, factories or other public places where the closets are subjected to all manner of abuse or rough usage. The **Everlasting Veneer Toilet Seat** will never crack, warp or split.

Will outlast any other on the market.

CANADIAN VENEERING CO., Inc. MANUFACTURERS
ACTON VALE, QUE., CANADA

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Lower Quotations on Glass

Toronto.

WINDOW GLASS.—Lower prices are in evidence on window glass, and quotations of 60 per cent. off list prices are pretty general. These quotations are understood to be on Belgian glass, and the market there has weakened considerably. The low exchange value of the franc has contributed to lower prices, but some wholesalers are of the opinion that the present low quotations are not justified even by the present state of the Belgian market, and expect to see prices stiffen again. Unless a corresponding decrease was made in Belgian quotations, any rise in the value of the franc would also tend towards higher prices.

Business is lighter than usual in window glass, and it is stated that these lower prices have not stimulated sales as some might expect.

Everjet Carbon Paint Prices

Toronto.

EVERJET CARBON PAINT.—A revision has been made in the quotation on one gallon cans of Everjet carbon paint and this is now quoted at $12.00 per case of one dozen gallon cans.

Creosote Oil Quotations

Toronto.

CREOSOTE OIL.—Some changes have been made in quotations on "Carbosota" grade 1, liquid creosote oil and new prices are the following:

CARBOSOTA—	
Barrels, per gal.	0 60
Half barrels, per gal.	0 65
Five gallon cans, per gal.	0 95
One gal. cans, per gal.	1 00
One gal. cans (case of 1 doz.)	9 50

Turpentine Shows no Change

Toronto.

TURPENTINE.—No change has been made this week in the price of turpentine, and quotations are as below.

Sales are light still and very little improvement in amount of business is expected for a while.

1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gal. lots	1 45

Slight Decline in Linseed Oil

Toronto.

LINSEED OIL.—A decline of three cents per gallon has been made in the prices of linseed oil here. Business is still quiet with only a limited demand and a hand to mouth buying. It is thought that an improvement will be manifest in inquiries and orders in the course of the next month.

The flax seed market is fluctuating from week to week and the trade appears to be waiting developments.

Following are new quotations.

	Raw.	Boiled.
1 to 2 barrels, gal.	1 07	1 10
3 to 5 barrels, gal.	1 06	1 09
6 to 9 barrels, gal.	1 04	1 07

Less quantities add 15 cents per gallon.

Better Outlook for Turpentine and Rosin

THERE is a feeling of more hopefulness as to the future of both commodities and a sentiment that as the supplies of rosins and turpentine which are pressing for sale are becoming lessened from day to day the situation is steadily improving and if official trading is deferred a bit longer the opening transactions when posting of sales is resumed may not be so unsatisfactory as seemed likely some time back, says the Naval Stores Review, Savannah, Ga. Not only the dealers in this section but those of the North and West are said to have been quietly feeling the way to gather in supplies before the markets respond to the effects of increased consumptive requirements, which are regarded as inevitable before spring sets in. The pressure to sell from the southwest is said to have considerably lessened and as the manufacturing industries into which rosins and turpentine enter are acknowledged in many instances to be almost bare of supplies of those commodities, and the country seems to be getting in readiness to shake off its lethargy and show the usual spirit of pushing activity, a number of glints of light may be said to have combined to penetrate the gloom and dispel it from the situation confronting dealers, factors and producers of naval stores.

A material aid to the cultivation of a better feeling in trade circles generally is the growing impression that the next crop is to be considerably lessened by sheer force of circumstances, even without organized efforts in that direction. All factors have impressed on the producers the vital necessity of lessening the next crop to enable the handling of the carry-over and the 1921 production at satisfactory profitable values and the salvation of the industry from a relapse into a period of low prices.

Business Is Certain To Expand and Industry Will Be Quickened

Readjustment in Prices and Profits Now Going on in the Business and Industrial World Furnishes No Justification for Pessimism

THE following extract from a general letter sent out to the sales force of a Canadian manufacturing concern, dealing with present conditions in Canada is interesting, illustrating an undivided faith in the future of Canada:—

"The readjustment in prices and profits now going on in the business and industrial world furnishes no justification for pessimism. There will be no prolonged depression. Just as soon as a stabilized basis is reached business is certain to expand and industry will be quickened. The great recession in prices and accompanying decrease in demand for goods is an inevitable aftermath of the war boom. The wonder is that it did not come sooner. Everybody knew it was coming. Some people prepared for it. Others went on as if the boom in business and the rise in prices would continue indefinitely.

Greater Than They Are

"The readjustment process has wiped out a good many hundred millions of 'paper profits' made in the war boom and has put merchants and producers in an uncomfortable position. The discomfort and distress, however, by contrast with the wild flights of war prices, seem greater than they are.

"There is no question that fundamental things in Canada are sound—in financing, in merchandising, in industry, in agriculture. The country is rich with accumulated war profits. The crops are abundant. The banks have been foresighted in avoiding the admission of doubtful securities to their assets. The factories are equipped better than ever before to meet the demands of the country. The average scale of living is higher than ever before, which means that potential demand for goods is enormous and the present lull in buying is only temporary.

Europe Coming Back

"Anyone who feels inclined to be discouraged over the present situation and disheartened over the future should compare this country's condition with Europe's. Canada accumulated a vast wealth in the war while Europe was exhausting its goods, its men and its financial resources; yet Europe is coming back marvellously, increasing its production, strengthening its finances, restoring its business stability. All the Canadian people have to do is to wait patiently for the completion of the readjustment and then be ready for the resumption of prosperity that is as certain to come as the succeeding seasons."

Rockhaven, Sask.—Robertson & Co.'s hardware has been succeeded by J. H. Cote.

The Floglaze Family

Seven of them—All ardent workers meeting the exact requirements of practically every surface.

Home and Farm Finish
For the protection of all Farm Implements



Home and Farm Finish
For the many surfaces in the Home and on the Farm

Velvet-Finish
A popular finish for interior or exterior surface. Especially suited to walls and ceilings.





Floor Finish
A tough, high-gloss finish especially prepared for Porch and Verandah Floors.

Much of the Sales Power of the Floglaze Family

Lies in the fact that it is by far the smallest Paint family (7 only) that is adapted for use on practically every surface.

This simply means that the "Floglaze" dealer is not burdened with dead paint stock through a host of special finishes, but is prepared to meet every requirement in either Paint, Enamel or Stain with the Seven Ranges of Floglaze shades. The result is a much quicker turnover on a less cash investment.

Floglaze Selling Helps are Business Getters for the Paint Department. Ask us about them.

Art-Shades
in the more delicate tints for decorating interior woodwork, furniture, plumbing, etc.





Lac-Shades
For renewing Interior Floors, Furniture, Oil Cloths and Linoleums.

Auto-Finish
For refinishing Automobiles, Auto-Trucks, Carriages, Buggies, Cutters, etc.





Exterior Finish
A high gloss finish with uncommon protective qualities for the numerous outdoor surfaces.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

EXCLUSIVE WESTERN JOBBERS OF FLOGLAZE

If interested tear out this page and place with letters to be answered.

GENERAL MARKETS

(Continued from page 53)

season's delivery is $3.50 per 100 square feet, and orders are being received at this price.

Harvest Tools Booking Well

London, Ont.

HARVEST AND GARDEN TOOLS. Booked orders received for harvest and garden tools and for spades and shovels are very satisfactory. Quotations on harvest tools are 50 and 10 per cent. off list, and for spades and shovels 35 per cent. off list.

Screen Door Hinge Quotations

London, Ont.

SCREEN DOOR HINGES. — Quotations on spring hinges for screen doors are the following: No. 20 or No. 200, $2.50 per dozen, or $28.80 per gross pairs.

Booking Prices on Mowers

London, Ont.

LAWN MOWERS. — The following are the quotations here on Taylor-Forbes make of lawn mowers for spring delivery. Booked orders are being received in good volume.

Woodyatt and Star, 10 per cent. off list.

Daisy and Empress, 15 per cent. off list.

Spring Prices on Alabastine

London, Ont.

ALABASTINE. — Good sales are being made for spring delivery on alabastine, and quotations are 16 cents per pound less 40 per cent., and for half-size packages add 50 cents per case.

Winnipeg Markets

WINNIPEG, Jan. 27.—A few more reductions have been made this week on the price of hardware commodities. Various styles of butt hinges have been reduced, and lower prices have been made on crow bars, grub hoes, mattocks, railroad picks, thumb latches, copper rivets, annealed wire, bright and coppered spring wire. Wire rope shows a decline in price, and woven wire fencing is lower in price. Barrel churns, brooms and oakum have also been reduced in price. Turpentine is unchanged this week at the decline noted last issue. Lower quotations are expected on other lines of hardware, but there is an opinion that some prices will be firmer again, and that certain quotations are likely to advance again in a few weeks' time. Business is quiet but a good trade is looked for this coming spring.

Crow Bars Reduced in Price

Winnipeg.

CROW BARS.—The price has been reduced on crow bars and they are now quoted at 12 cents per pound. Claw bars are now 15½ cents per pound.

No Change in Turpentine

Winnipeg.

TURPENTINE.—Quotations on turpentine show no change this week and last report of $2.00 per gallon still prevails.

Linseed Oil Remains Firm

Winnipeg.

LINSEED OIL.—There is no change of price on linseed oil this week and orders are coming in more freely. Raw linseed oil is now priced at $1.27 per gallon with boiled at $1.30 per gallon for immediate shipment.

Mattocks Drop in Price

Winnipeg.

MATTOCKS.—The prices of grub and pick mattocks have dropped a little and they are now quoted at the following prices:

Grub mattocks, $14.25

Pick mattocks, $14.25.

Railroad Picks Costing Less

Winnipeg.

PICKS. — The prices have been reduced on picks and they are now quoted at the following prices:

Railroad picks — 5-6 lbs., $12.25 per doz.; 6-7, $13.25; 7-8, $14.25.

Ore or rock picks—6-7, $13.25 per doz.; 7-8, $14.25.

Butts Down in Price

Winnipeg.

BUTTS.—Different kinds of butts are marked down in price and following are the latest quotations:

No. 804—2 in. x 2 in., $1.13 per doz. pairs; 2½ x 2½, $1.35; 3 x 3, $1.87; 3½ x 3, $2.47; 3½ x 3½, $2.73; 4 x 4, $3.33; 4½ x 4½, $5.60.

No. 823—2½ x 2½, $2.67; 3 x 3, $3.20; 3½ x 3, $3.33; 3½ x 3½, $3.47; 4 x 4, $4.27; 4½ x 4½, $5.87; 5 x 5, $8.00.

No. 731—3 x 3, $3.33; 3½ x 3½, $3.60; 4 x 4, $4.27; 4½ x 4½, $6.33; 5 x 5, $8.67.

No. 241, Old Copper and Old Brass—2½ in. x 2½ in., 42c per pr.; 3 x 3, 43c; 3½ x 3½, 45c; 4 x 4, 56c; 4½ x 4½, 82c; 5 x 5, $1.40; 6 x 6, $2.45.

No. 241½, Old Copper and Old Brass—3 x 3, 85c; 3½ x 3½, 95c; 4 x 4, $1.03; 4½ x 4½, $1.35; 5 x 5, $1.93; 6 x 6, $3.22.

Wrought Staples Lower in Price

Winnipeg.

WROUGHT STAPLES. — The prices have been lowered on wrought iron staples and are as below:

1½ in., 65c per gross; 2 in., 90c; 2½ in., $1.25; 3 in, $1.70; 3½ in., $2; 4 in., $2.75.

Brass Screw and Cap Hooks Lower

Winnipeg.

BRASS SCREW AND CAP HOOKS. —The price on these has been revised this week and they are quoted at 50 per cent. off list, which is a reduction.

Copper Rivets and Burrs Reduced

Winnipeg.

COPPER RIVETS AND BURRS. — The price has been reduced a little on copper rivets and burrs and following are new prices:

Copper Rivets—8, 55c per lb.; 10, 59½c; 12, 64c.

Copper Burrs -8, 55c; 10, 59½c; 12, 64c.

Assorted Copper Rivets and Burrs—8, 61½c; 9, 64c; 10, 66c.

Wire Has Dropped in Price

Winnipeg.

WIRE. — The prices for annealed, bright market and coppered spring wire has been reduced and the following are the latest quotations:

Annealed—No. 0 to 8, $7.10 per 100 lbs.; 9, $7.20; 10, $7.25; 11, $7.35; 12, $7.40; 13, $7.60; 14, $7.70; 15, $7.95; 16, $8.40.

Bright Market—No. 0 to 8, $7.35; 9, $7.45; 10, $7.50; 11, $7.60; 12, $7.65; 13, $7.85; 14, $7.95; 15, $8.20; 16, $8.65.

Coppered Spring—No. 8, $10.96; 9, $10.08; 10, $11.20; 12, $11.30; 13, $11.51; 14, $11.63.

Oakum Reduced Again in Price

Winnipeg.

OAKUM.—The prices for spun oakum and plumbers' oakum have been marked down and are as below:

Spun oakum, $11.50 per bale; plumbers' oakum, $7.00.

Pittsburgh Markets

PITTSBURGH, Jan. 27.—The predictions that the steel market would show improvement during January have not been verified, and though there is a possibility that it may come in March, it is believed now that there will be no great improvement until after the summer.

PITTSBURGH, Jan. 27. — There are lacking even the rumors that usually spring up in a dull season that the steel market is improving, which shows that the situation is particularly unpromising. Of course, the prediction made in December, that there would be improvement immediately after the turn of the year, has gone by the boards, as anyone should have expected it would since it is not natural for the steel market to improve in January. March is a favorable month for that, and there is still a possibility that there will be improvement at that time, but this is no more than a possibility. The common prediction is that there will be no great improvement until after the summer is over, but the predictions are indefinite in that they do not assert that there really will be great improvement at that time.

It remains the common view that all that is wrong with business is that a general readjustment in commodity prices and wage rates has to be made, but if that is all that is requisite there ought to be improvement within a very few months since the deflation is already quite extensive. It is true that

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Plastic Elastigum Patching Cement

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.



Farm impliments don't wear out—they rust out. Everjet prevents rust.

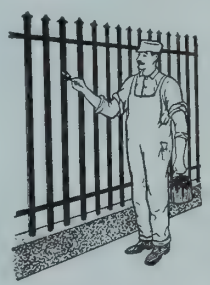
Everjet Elastic Carbon Paint

A black carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity and filled so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

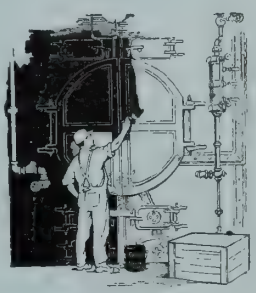
It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5 Gallon Cans, ½-Barrels (about 20 gallons), Barrels (about 40 gallons).



Everjet Paint adds years to the life of outdoor metal work.





Everlastic Liquid Roofing Cement



FOR resurfacing old and worn-out "rubber" and prepared roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

Everlastic Liquid Roofing Cement is in a class by itself among roof repair materials.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

thus far wage reductions have been exceptional rather than general, but it does not follow that extensive wage reductions will not be made within a couple of months. Many manufacturers, convinced that wages must be reduced, have simply been waiting until there has been a spell of idleness, in order to make wage reductions more acceptable. In the steel industry the latest reductions are those of the Inland Steel Company and the Steel & Tube Company of America, both in the Chicago district, the reductions amounting to about 20 per cent. The Pittsburgh and Youngstown districts have seen scarcely any reductions. The independent ore interests in the Lake Superior ore region are reducing wages 15 per cent. This, of course, is in anticipation of the expected reduction in Lake Superior iron ores for the season of 1921, the common guess being that there will be a decline of $1 a ton from the 1920 season prices. This would put ore prices back to the level of the 1919 season, making Mesabi non-Bessemer ore $5.55 at Lake Erie docks.

The Steel Corporation shows no signs of contemplating any wage reductions in any of its operations, and the trade believes that while the corporation will eventually reduce wages it will only do so after all the independents have taken action.

In some quarters a feeling is now arising that there may be something more wrong with the business than merely the need of price and wage readjustment. Increasing attention is being paid to the fact that many large business interests, supposedly in sound condition and believed to have made very large profits in the past few years, are borrowing money at high rates of interest, equivalent to between 7 and 8 per cent., on notes or on short term bonds, and the question is why this should be necessary if things are as they seem to be. There is satisfaction, of course, that there have been so few business failures. At the same time great credit is given to the operation of the Federal Reserve Act, and it is said that if this system had not been established there would have been many failures. However, the proper analysis of the facts seems to be that even though failures and a regular panic have been averted the fundamental conditions must be bad, more or less, or there would have been nothing to avert. It must be understood that when borrowings at high interest rates are mentioned the iron and steel industry is not referred to. This industry is perfectly sound financially and has no occasion to borrow money. It does a cash business and really got the profits it was making. Its inventories of raw and partly manufactured material are relatively low and it has no finished goods in stock.

Production

The rate of steel production has a generally declining tendency but the rate is very slow, because the Steel Corporation maintains its rate and the independent mills reached such a low operating rate in December that further decreases in their rate cannot make much difference. As noted in last report the Steel Corporation is producing steel ingots at about 21,000,000 tons a year and the independents at about 7,000,000 tons, which makes a rate for the whole industry of about 53 per cent. If the independent rate should be cut in half that would merely bring the rate of the whole industry down from 53 per cent. to 47 per cent.

The independents are operating intermittently. A mill closes for a week or two and then resumes in part on an accumulation of orders, while another mill may close to enable orders to accumulate. The next important change will occur by the Steel Corporation's production decreasing. The Steel Corporation entered this year with a large volume of business on books. It is not remarkable that the corporation's customers should "stick" but it is remarkable that they should continue to take shipments from week to week at such a high rate. How long the present operation will last is problematical. Many customers may say that they want the material eventually, but desire that shipments be made at say one-half the former rate. If there is no change in this respect it may be said that the specifications now on books would enable the corporation to continue at practically its present rate for a couple of months without the aid of new business, while if new specifications and orders should keep up at the present rate the time would be prolonged. Afterwards the corporation's production would gradually taper off. As to the independents, there is no indication that they will be able to run much better than at present until there is a general buying movement, and that is not expected for the near future.

There are the usual rumors of price cutting of steel products, in most cases quite indefinite. The condition is worse than that of orders being booked at cut prices, the fact being that orders are not booked at all. The mills are getting only a little business and what they are getting is chiefly, in the case of independents, in the form of releases on instructions previously given to suspend shipments. In the case of the Steel Corporation, the business being booked is either from regular customers or, in a few cases, from consumers who were not corporation customers during the 1920 flight of prices, and resolved that whenever the opportunity should occur for them to get on the corporation books they would embrace it.

Eventually a buying demand will develop and then there will be real price cutting to find the bottom, or basis on which business can proceed. That time may be far in the future.

Readjustment Continues in Hardware Prices

Practically Every Basic Material Figures in the Commodity Declines.

THE readjustment conditions in hardware markets continue and many lines are showing revisions with lower prices quoted. A special point worth noticing is that the declines are not confined to one line of goods or any one material, but are embracing commodities manufactured from such widely different materials as iron and steel, copper, lead, brass, rubber, cotton, leather, wood, and oils, both mineral and vegetable.

Iron and Steel Products Lead

Naturally iron and steel products lead in the matter of changes, and some of the more recent declines include butts and hinges, shelf brackets, barrel bolts, picks and mattocks, pipe fittings and some lines of carpenters' tools. Sheets are showing a further decline and allied products such as metal shingles, sidings and roofings, ridging, conductor pipe and elbows and eavestrough are all lower in price.

Copper Wares Reduced in Price

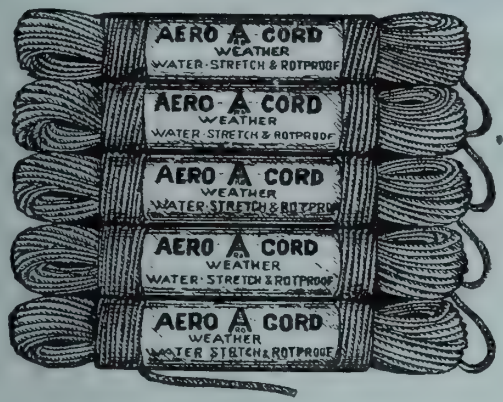
In copper goods the special feature this week has been the reduction made in quotations on copper wares and wash boilers, tea kettles and nickel plated tea and coffee pots have been reduced in price. It is stated by manufacturers of these goods that there is still too great a spread between the ingot metal and the copper sheet.

Changes are being made in some brass lines and compression goods, such as bath cocks. Various makes of valves have been reduced in price. Further changes along these lines appear to be expected.

The First Decline in Woodenware

Rope, which was reduced in price a week ago, shows a decline of 27 per cent. from the high level quotations of last summer. Cotton goods continue to be revised from week to week and with rubber this material is showing a considerable reduction from recent high figures. Woodenware prices continue to be firm generally, although reductions have recently been made on barrel churns, but changes are said to be due more to lower costs of metal than of lumber. Whether much may be expected in the way of lower prices on articles manufactured from wood is doubtful, but many are of the opinion that the peak has been reached in lumber prices, and that from now on there is a possibility of gradual declines, though these may be small.

To all probability, your customers' specifications for an IDEAL CLOTHES-LINE, would be one that was WEATHER, ROT, STRETCH and RUST PROOF, one to which clothing would not FREEZE—STRONG and DURABLE, and still not EXCESSIVE in PRICE.



AERO CORD

is the ONLY cordage coming within these specifications, and the sale of which will net you a good profit and give your customers ABSOLUTE SATISFACTION.

Manufactured by

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

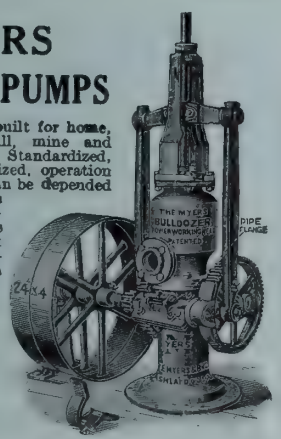
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Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

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Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.R. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144.50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 60
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	52/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	8 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.

Machine Bolts, 7-16 in. dia. and larger, 5%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20%.

Square Head Blank Bolts, 5%.

Bolt Ends, 5%.

Plow Bolts, 1, 2, 3 head, 15%

Plow Bolts, others, net extra, 20%

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whilffletree Bolts, net list.

Tire Bolts, 40%.

Stove Bolts, 57½%.

Nuts, 2 in., and smaller, square Blank, add to list $2.00.

Nuts, 2 in., and smaller, square Tapped, add to list, $2.50.

Nuts, 2 in. and smaller, hexagon—Blank, add to list, $2.25.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list, $2.75.

Tterms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets,, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beatuy	10 00
Royal Blue	14 95

BUTTS

Wrought Steel:—

No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $10.80 to $13.50; No. 1, $11.70 to $13.50; No. 2, $11.70 to $15; No. 3, $12.60 to $16.50; No. 4, $14.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 85
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton. London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 34	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 36	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 40	....
Polished and Tinned, 16 oz. and heavier, lb.	0 44	0 48
Tubing, lb.	0 42	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS—$10.50, $11.00 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.
2 ft. 10 in., doz.
3 ft. x 7, doz.
Prices withdrawn

DRILLS

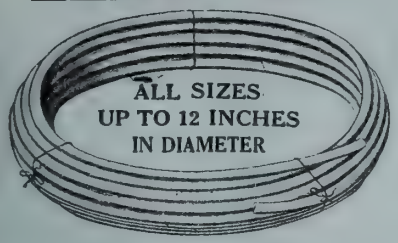
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

"Pussyfoot" Closet Tanks

"Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

OUR 1921 TENT CATALOGUE

is ready for mailing. There is a copy for every retail hardware merchant.

Send in your name, please. WE DO THE REST

Woods Manufacturing Co., Ltd. - Ottawa



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, 20% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 26	0 36
C	0 17	0 26

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices	
3-inch	
4-inch	
5-inch	
6-inch	
8-inch	
10-inch	

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	13 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $5.75.

F.O.B. Montreal, $5.90 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.60; London, $7.15 base; Toronto, $7.30.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



A-1981

A Canadian Made Nozzle

This brass spray nozzle No. A-1981 is always in demand on account of its easy adjustment from a fine misty spray to a solid stream. It is in use, or could profitably be used in every home using water under pressure. It is a popular EMPIRE product and an easy seller.

The useful hose coupling No. A-1982 is carefully machined, with full, deep corrugations, and these are of sufficient number to give a firm grip on the hose. In demand wherever hose is used.

Remember these are Canadian-made Empire products, upon which there is no duty or exchange to pay. Buy Canadian-made Empire goods and restore the Canadian dollar to its face value.

Empire products are handled by leading jobbers throughout Canada. Kindly specify them when ordering.

Empire Brass Mfg. Co., Limited

London and Toronto Canada



A-1982

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2069	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades..	0 56.1
Imperial gas engine oil....	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bble., net	0 14.2
Do., tank cars, net	0 13.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch...	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor..	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Imp. brand Sheathing	$7 75	
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	9 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$18	40
3 in. in 10-ft. lengths, list.	22	30
4 in., in 10-ft. lengths, list.	29	60
5 in., in 10-ft. lengths, list.	40	00
6 in., in 10-ft. lengths, list.	49	00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets 23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING

No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burs, net list; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 26
Beaver Manila basis	0 21
New Zealand hemp basis	0 21
Sisal basis	0 19

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 19
Double lath yarn	0 19½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	8 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Beatty Bros. Limited Bulletin

"Every Red Star Stays Sold"



The Red Star is the easiest running washer on the market

Of course, you want to *sell* goods. But, as well, you want those goods to *stay sold.*

The "Red Star" is that kind of washing machine—there's no come-back. Writing to us recently the Blairmore Hardware Co., of Blairmore, Alta., said:

> *"Last year we handled 24 of your washing machines and we expect to sell more this year. The Red Star Washer is a labor-saver to the housewife and* a trouble-saver to the retailer as every machine stays sold."

That is just one of the many letters we could print saying the same thing.

Another of our friends—J. Pat Smyth, of Green River, N.B., puts it this way:

> *"The success I have had with your Red Star Washing Machine is because it is the easiest running machine I have ever handled here and every one of my customers is satisfied with it."*

You will find the Red Star profitable for your trade. Your customers will like it too.

It has all the desirable features: It is exceptionally easy-running—a double set of bicycle ball bearings, machine-cut gears, a heavy fly wheel and great simplicity account for that!

It will last a lifetime, because all working parts depend on a solid iron, one-piece bed plate which will not shrink nor warp.

"Every customer is satisfied with it."



Sales Force of J. P. Belair, 1811 St. Catherine St. East, Montreal, old Red Star Dealers and big buyers of BT Step Ladders

Order Red Stars Now

Specify Red Stars for immediate and spring delivery now. The spring house cleaning season with its extra washing and cleaning means lots of sales for Red Stars.

Be ready for it with a good stock! You will have a satisfied customer and a satisfactory margin of profit for every Red Star you sell.



The store of J. P. Belair has an excellent corner position and is noted for attractive window displays

We are glad to co-operate with any Red Star dealer by loaning him cuts, supplying printed matter and loaning slides for display in moving picture theatres. All these sales-helps increase business and are supplied for the asking.

Write our nearest Branch or ask our representative when he calls on you.

Beatty Bros., Limited

Fergus, Ont. **London, Ont.** **St. John, N.B.**
Montreal **Winnipeg** **Edmonton**
Vancouver **London, Eng.**

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge		
26 gauge		
24 gauge		
22 gauge		
20 gauge		
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 25
Galvd.	7 25

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	25%
Brass steam cocks, stand.	10%
Radiator valves—Standard	15%
removable se	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%

F.O.B. Toronto

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Canberths Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire	
No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 295.

Clip this for Reference

STOCK SIZES for PROMPT SHIPMENT

MADE IN PREMIER CANADA

GALVANIZED STEEL SHEETS

GAUGES—14-16-18-20-22-24-26-28—10¾ oz.
WIDTHS—24-in., 30-in., 36-in.
LENGTHS—60-in., 72-in., 84-in., 96-in., 108-in., 120-in.

TONCAN METAL

GALVANIZED SHEETS
(RUST-RESISTING)

GAUGES—12-14-16-18-20-22-24-26-28.
WIDTHS—30-in., 36-in.
LENGTHS—60-in., 72-in., 96-in., 120-in.

WE DO NOT SELL BLACK SHEETS.

THIS STOCK IS AVAILABLE FOR DIRECT SHIPMENTS ACCOUNT OF ANY JOBBER.

SAVE TIME—TROUBLE—EXPENSE.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. 11 12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., pure 16-18
Imp. green, 100-lb. kegs.. 22-23
Chrome green, pure 50-56
Chrome yellow 30-45
Brunswick green, 100-lb. keg 11-14½
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg ..-07
Lamp black 32-35
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry ....-30
Golden ocre, 100-lb. kegs ..-09
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels..... 04-05½
French ochre, barrels .... ..-10½
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls.....02¾-04½
Super magnetic red ... 0 05
Vermillion 1 00
English vermillion 2 25
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure....	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
GLUE	Per lb.
English, sheet	36-45
White pigsfoot	..-50
Cake bone, 112-lb. bags....	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
	Per case
Brantford—	
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb....	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto, London, 30%; Montreal, 30%.
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 17c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
I.V. Perfection	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	...
1s	0 39½	....
½s	0 43½	...

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb... 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 4.50
F.o.b. Montreal, Toronto

OILS—
Fly, Creonoid—
Barrels, per gal. 0 65
Half-barrels, per gal..... 0 70
5s and 10s, per gal. 0 80
1s (1 doz.) 13 00
½ gal. cans, 1 doz. to case.. 9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white .	5 00
Moore's House Colors, colors.	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white.	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor....	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor.	4 20
O.P.W. Flat Wall, white....	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Senour, 100%, white.	5 05
Martin-Senour, 100%, colors..	4 80
Martin-Senour, Porch Paint..	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint..	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors ...	4 50
Pearcy's Prepared, white ...	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN
1921 prices not yet issued.

(100-lb. lots)	Per lb.
In barrels, about 600 lbs	....
In kegs, about 250 lbs.	....
In 50 lb. and 100 lb drums..	....
In 25 lb. drums	....
In 1-lb. packets	....
In ½-lb. packets	....
In 1 lb. tins	....
In ½ lb. tins	....

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$5 75	$5 25
Gal. jugs	6 00	5 50

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastillite	4 60
Granitine Floor Finish	4 56
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar.....	4 50
C.P.C. Sun Waterproof Floor.	4 40
I.V. Elastica, No. 1.....	5 32
I.C. Elastica, No. 2.....	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor ..	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 19
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing...	4 85
Kyanize Interior and Floor..	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 05
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior.....	5 00
"C.D. Big 4" Interior.....	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear.....	5 40
Dougall Transparent, spar....	6 00
Dougall Transparent, floor....	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white....	8 75	
Do., colors	9 25	

WASTE
Cream, Polishing 0 22

WHITE

XXX....	0 21	XXX	0 18½
XX.....	0 19½	XX, grad	$ 17½
X.....	0 17½	XLCR ..	0 16½
XC.....	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy . .	0 15
No. 1,...	0 14½	Lion .. .	0 13½
No. 7....	0 13½	Standard	0 12
No. 1A...	0 12½	Popular .	0 10½
No. 1B...	0 11½	Keen ..	0 09

Above lines subject to trade discount for quantity.

WAX

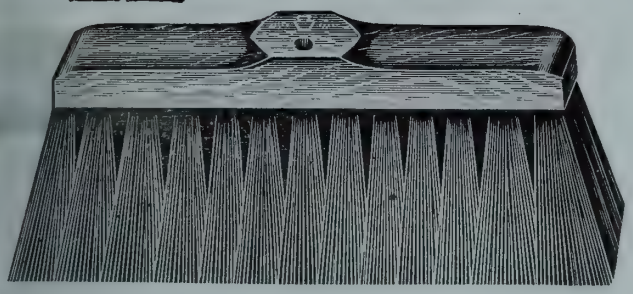
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.....	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45

F.o.b. Montreal and Toronto

WHITING
Gilders, bolted, in bbls..... 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL Per gal
In five gallons $3 15
Methylated Spirits 1 90-2 55
F.o.b. Montreal, Toronto, London

KEYSTONE BRAND



Recognized as the Best

Keystone Bass Stable Brushes are undoubtedly superior to all Stable Brushes in the market. Made in sizes from 12″ to 18″.

BASS STABLE BRUSHES

The finest quality of tough Bass is used and is fastened into the Block by a long steel wire staple, a process originated by us. We guarantee the tufts not to come out. The best quality of hard maple handles is supplied. Send for particulars and prices of Keystone Household and Stable Brushes.

Stevens-Hepner Company, Limited
Port Elgin, Ontario

THE BEST IN GLASS

Store Windows

artistic, modern and business producing — that's what our special glass used in conjunction with Zouri Metal Store Fronts will give you. Let us prove it. Send for our latest catalogue.

THE CONSOLIDATED PLATE GLASS CO
OF CANADA LIMITED
WINNIPEG TORONTO MONTREAL

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

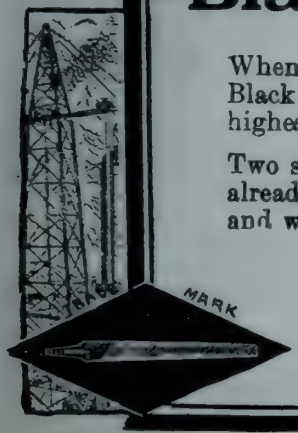
RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and **at the bench.**

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $16.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen			
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.
base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 42
3 x 3 in.	0 43
3½ x 3½ in.	0 45
4 x 4 in.	0 56
4½ x 4½ in.	0 82
5 x 5 in.	1 40

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per Roll
16 oz.—50 lbs.	5 50
20 oz.—54 lbs.	7 00

CHAIN
Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ..... $10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.
50 foot $4 50
100 foot 8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 71½ lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank ... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.
Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE
See Wares.

FILES
Globe ..... Discount 50%
Nicholson Gen ..... Discount 20%

FITTINGS—Malleable
Class A 50%
Class B and C, off new list .. 60%
Bushings 10%
Unions, "Dart"—
¼ to 2-in. 15%
1⅛, 2½, 3½ and 4-in. 5%
Nipples, 4 in. and under ... 45%

FRY PANS Each
Cast iron, No. 8 ..... $1 05
No. 9 ..... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$18 60	$24 75
26 to 40-in	20 30	24 75
41 to 50 in	21 85	25 00
51 to 60-in	22 85	28 75
61 to 70-in	24 55	30 45

GLASS (Plate)
20%.

GLOBES, LANTERN Doz
Cold Blast $1 75
Short 1 75
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 ..... $1 05
No. 2 ..... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 ..... 1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.
Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.
Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in, $2.10; 10 in., $2.75.
Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.
Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.
Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.
Corrugated Tee—4 in. $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.
Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $14.

LEAD WASTE, $13.86.

WHITE LEAD
Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS
Wire, f.o.b. Fort William, $6.30 base; Winnipeg, $6.95. Cut, f.ob. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Stephens'

REGISTERED TRADE MARK



Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale 50 lbs	12 25
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 660C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
Senour's Floor	4 35
M.S. Neutone, White	4 00
M.S. Neutone, Colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING	
Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.50; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 55c; No. 10, 59½c; No. 12, 64c.

ROPE

British Manila—¼ in., 5-16 in., 25½c; ⅜ in., 25c; 7-16 in., ½ in., 9-16 in., 24½c; ⅝ in., 24c; ¾ in. and larger, 23½c.

Pure Manila.—¼ in., 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ in., 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Sisal—¼ in., 5-16 in., 23¼c; ⅜ in., 22¾c; 7-16 in., ½ in., 9-16 in., 22¼c; ⅝ in., 21¾c; ¾ in. and larger, 21¼c.

Lath yarn, 21¼c.

Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	Ream	Star Quire	Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 85
½	0 43	7 55	0 43	7 85
1	0 48	8 55	0 45	8 25
1½	0 52	9 95	0 50	9 50
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.55; Fort William, $7.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Victor	Doz. H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in.	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.85 Winnipeg; Glidden Cattle, 2-pt., $5.65 Winnipeg; Blake, 2-pt., $5.55, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.

Patentd screen in 100-ft. rolls, $3 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.20; No. 12, $7.40; No. 14, $8.40; No. 15, $7.95; No. 16, $8.40 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—27½% off list.
Stillson—20% off list.

	— Dozen— Black	N. P.
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 00

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	76 00

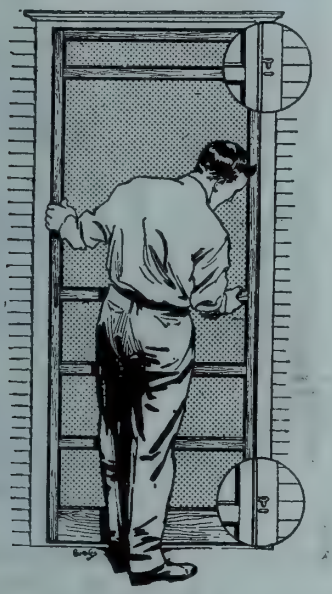
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Kasement Skrene Dores

Cost no More and Wear Longer



There are no other screen doors like Kasement Skrene Dores on the market to-day. The strongest and lightest made. A man weighing 200 pounds can swing on a "Kasement" door like a gate, without damaging door or hardware.

They cost no more than any make of good door—wear longer, and they are the cheapest in the end.

A complete set of nickel-plated "Kasement" hardware, packed in individual cartons, is furnished with each door.

Fit perfectly, even on a casement that is "out of line." May be hung in 15 minutes. Save time and labor. Made of selected B. C. fir, thoroughly air-dried and excellent quality mesh wire cloth, black painted. Plain designs, neat, attractive, and in a variety of finishes.



We guarantee "Kasement" Skrene Dores not to sag, warp, or pull apart, and to give absolute satisfaction. We authorize dealers to refund purchase price if customer is not entirely satisfied.

Window Screens

Offer a Wide Field of Sales and Profit

These reliable, dependable screens offer a wide field of sales and profit. Many of last season's screens in the hands of consumers have been badly stored through the winter or otherwise abused so that they must be replaced this season.

These popular screens are made of hard wood, and oil finished. The edges of the wire cloth are entirely covered with wood. Angle irons fit closely to the wire, leaving no space for flies to enter. Perfectly adjustable by means of double dovetailed tongues.

Window Ventilators

Keep Out Dirt and Rain



The Continental is a leader. Made with sanitary cloth, this Ventilator is of selected hardwood, oil stained and finished in "Mission Oak." A fine mesh cotton cloth, buff-colored and specially treated, forms the center of the ventilator, and acts as a filter, therefore keeping out all drafts, dirt and dust, rain and snow, and at the same time permitting the constant circulation of fresh air. Specially adapted for use in the home, schoolroom, offices, factories, institutions and hospitals, etc.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

If interested tear out this page and place with letters to be answered.

We Guarantee Every

North Star Battery



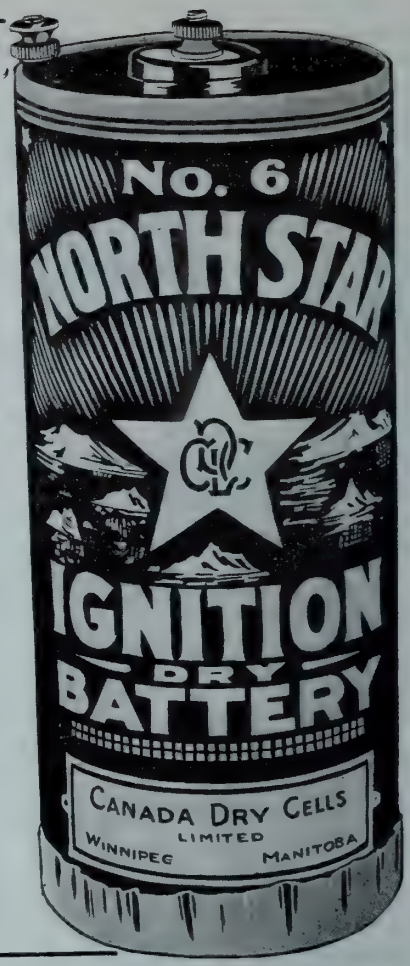
We guarantee every North Star Battery to be perfect in workmanship and material, and to last longer than any battery made in Canada.

We are using methods in constructing dry cells known only to us, and users are getting the benefit.

North Star Batteries will swell like mushrooms, because a specially prepared compound is used in manufacturing them.

Our guarantee is that if the consumer is not satisfied we stand the loss, and do it cheerfully.

Sold everywhere by leading jobbers.



Canada Dry Cells Limited
Winnipeg, Manitoba

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



O-Rib-O

Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
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Canadian Sales Agents
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WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

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Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
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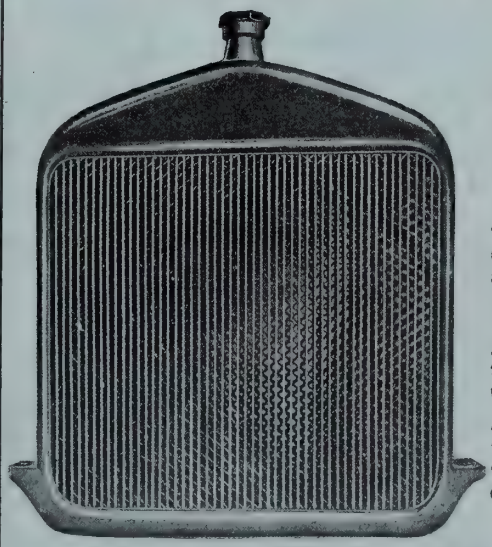




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John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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If jobber cannot supply you, write to us direct.

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Freezing Is Harmless, Overheating Is Impossible
with a
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478 Portage Avenue, Winnipeg

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Kales Stamping Co., Limited, Walkerville, Ont.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

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The Gurney Foundry Co., Ltd., Toronto.

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Canadian John Wood Mfg. Co., Toronto.

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Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton. Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

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Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

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John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

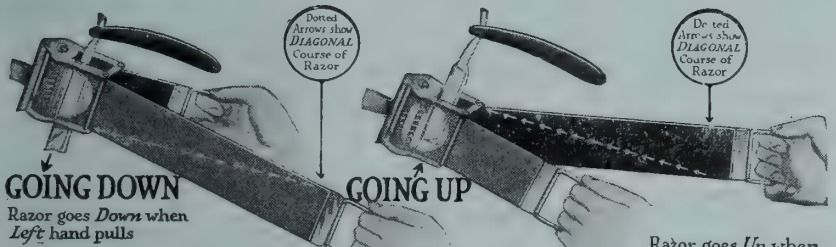
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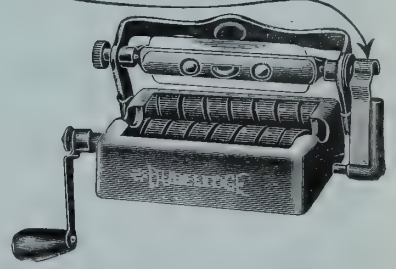


Kanner's *Slyde-Stroke* Stropper

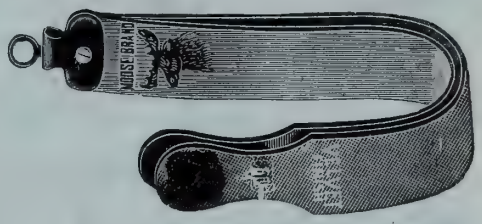
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A Strop, a Hone and a place to keep the razor safe and handy.
A wool felt, cushioned cordovan shell horsehide strop.



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Free with order for 2 doz. razors.

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THE BUYERS' GUIDE

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Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BABBITT METALS



Imperial Genuine

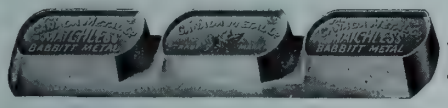
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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Curling Stones
The Winnipeg Paint & Glass Co., Limited, Winnipeg, Man.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

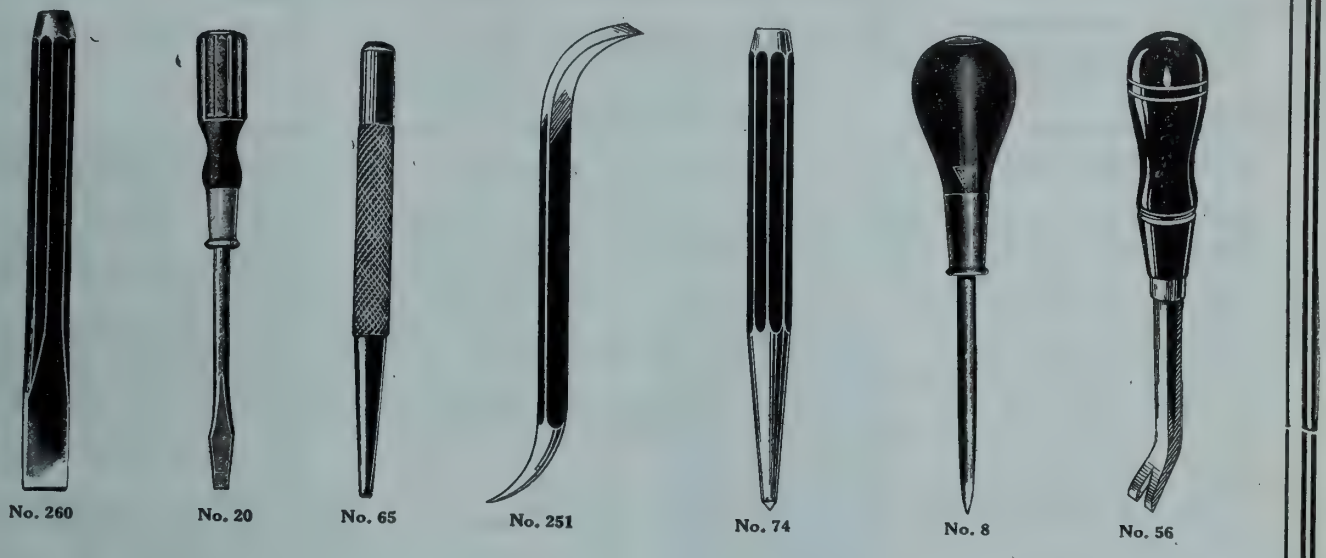
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
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Canada Steel Goods Co., Hamilton, Can.
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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

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Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg Co. Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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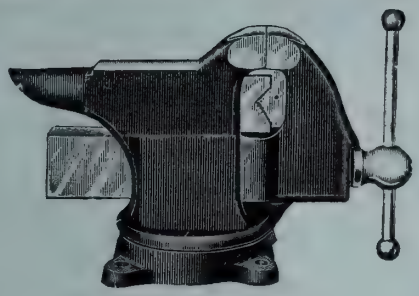
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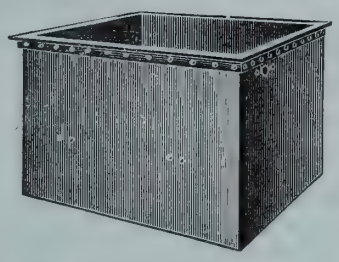
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Twisted Steel for Reinforcing		Flats

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Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
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National Stamping & Electric Works, Chicago

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
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Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

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Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

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Canada Metal Co., Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
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Empire Level Mfg. Co., Milwaukee, Wis.

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Western Wire & Nail Co., London.

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Boston Varnish Co., Everett Stn., Boston, Mass.

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The Canada Paint Co., Limited, Winnipeg, Man.
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R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

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E. C. Atkins & Co., Hamilton, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited. Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
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Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
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Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

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Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

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S. F. Bowser Company, Ltd., Toronto, Can.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

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Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co. Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

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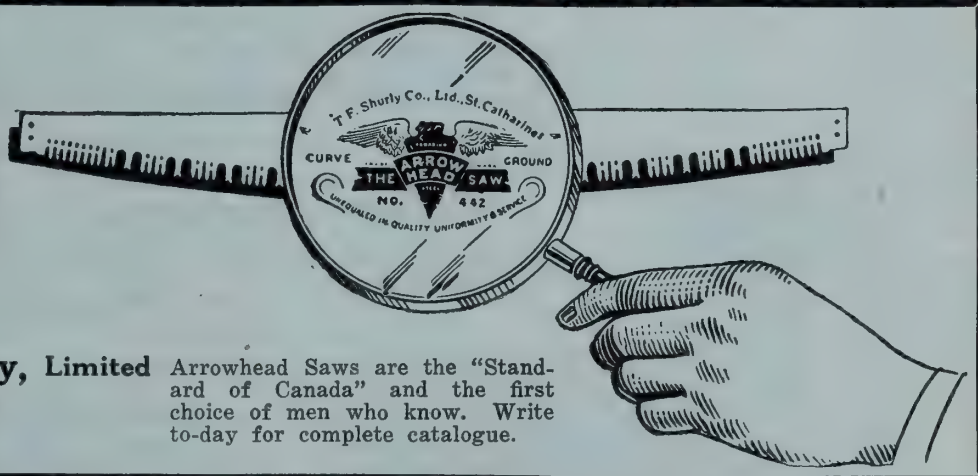
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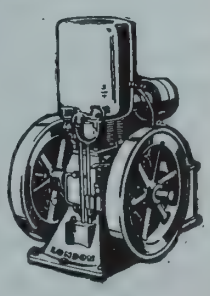
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd. Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.

Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

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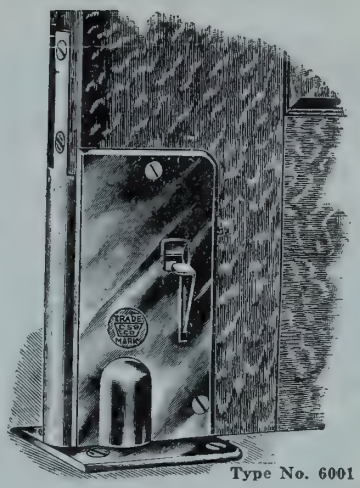
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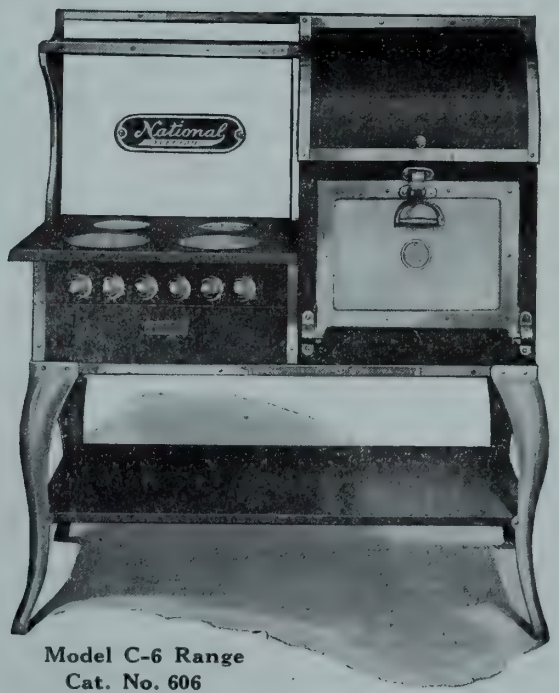
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N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

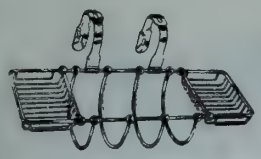
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.



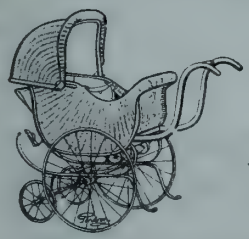
The Gendron Mfg. Co., Ltd., Toronto



We will show at

Hamilton, February 14th to 18th

IN THE ARMOURIES



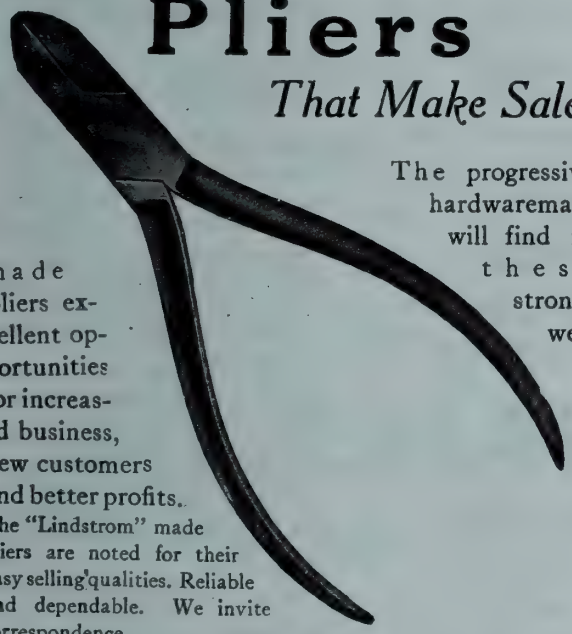
Our line will be composed of Bathroom Fittings and Hardware Specialties, Children's Vehicles, Velocipedes, Sleighs, Coaster Wagons, Doll Cabs, Autos.



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46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom

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OF ALL DESCRIPTIONS

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PLAIN OR GALVANIZED



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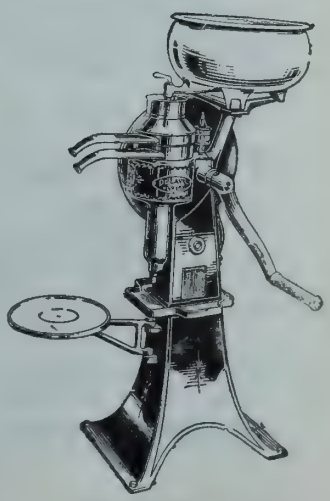
De Laval Milker

THE DE LAVAL BOOTH

at the Hardware Convention will be No. 29. Please call there, look over the De Laval Line, learn about our advertising, and see what we have in un-occupied territory. Getting acquainted will at least do no harm.

Peterborough

Montreal Winnipeg Edmonton Vancouver



De Laval Separator

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

THE BUYERS' GUIDE

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

CHALLENGE

Pocket Knives and Razors

One hundred years ago the "Challenge" trademark was copyrighted in Sheffield.

Ever since the "Challenge" Cutlery has been made exclusively from the highest grade of English steel and by the most expert workmen.

To-day we offer a distinctive line of "Challenge" Knives and Razors, high in quality, correct in finish and design.

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If interested tear out this page and place with letters to be answered.



Financing Export Shipments

Various Methods Used Are Described by One Who Has Been in Export Business.

Payment by Draft the Most Commonly Used Procedure—Meaning of Different Terms.

THERE are no doubt to-day Canadian manufacturers who are making a quality product for which there is a reasonable domestic demand, but feel if their fields were enlarged they could manufacture in larger quantities at a lower cost. They have products for which they have received foreign enquiries, and which they would like to market abroad but perhaps have hesitated on account of not being sufficiently in touch with export markets and procedure, or have felt unable to finance the business. The object of this article is to endeavor to give to the smaller manufacturer having an export demand a few methods used by exporting houses when quoting terms to foreign buyers and when financing foreign shipments.

Hardware and Metal is constantly receiving enquiries from foreign houses asking to be placed in touch with sources of supply on different Canadian products and assuming the export demand is presented, how is the manufacturer to quote in such a way as to interest the buyer and also protect himself? Manufacturers are all familiar with the charges and time involved in delivering their goods by rail to points in Canada and the United States and make their quotations and terms of payment accordingly. But it is the export business which includes using a steamer instead of a freight car, that seems to cause the difficulties. The difficulties, however, are not of such a nature that they cannot be overcome and the smaller manufacturer who believes in his product might be well repaid by making himself more familiar with the export machinery that is provided for his use and endeavor to turn it to his own advantage. The Department of Trade and Commerce at Ottawa have much information covering export procedure which is at the service of any manufacturer in Canada.

The Matter of Exchange

The foreign buyer often requests quotations in his own currency for the goods delivered to his nearest port. The question of currency brings up the problem of foreign exchange which at this particular time is a somewhat complicated one, and we believe the manufacturer who is not thoroughly conversant with the effects of a fluctuating exchange market, would for the meantime at least be well advised in confining his quotations to his own currency, leaving the profit or loss on the exchange to the buyer. Before making any quotation the exporter would satisfy himself as to the responsibility of the buyer and under what terms he could afford to sell him and what arrangements, if any, he would have to make to finance the order.

Since 1914 the banking facilities offered by our Canadian banks have been greatly increased and today there is nothing difficult or complicated in financing a legitimate export business. During the war, new terms and other methods were used by both bankers and manufacturers and today we have banking terms that may be confusing. But generally speaking the systems of conducting an export business are identical with the ordinary manufacturer's domestic business, viz., for cash, on open or restricted credit or by "collection by draft."

Seller's Market Meant Cash

The method of requesting cash with the order was used extensively during the war when there was a shortage of goods and where business was conducted in a "seller's market." In a buyer's market as we have today, or in a normal market it is not always a practical method. Most cash sales are carried through by the importer of the goods arranging with his own bank to pay to the exporter through the bank's agents in the country of the exporter, a certain specified amount (the sale price) when certain specified conditions have been complied with by the exporter. The ability of the buyer to make this kind of an arrangement depends largely upon his standing with his own bank. He might not necessarily put up the cash, but if his credit is good his bank would give assurance of payment, charging him with interest and commission. The exporter has, however, definite assurance from a responsible agent or bank that when he has complied with certain clearly defined conditions he will receive his money. This is known as a "Confirmed Letter of Credit" and enables the manufacturer to proceed with assurance of payment usually before the goods leave the country, and also permits him to finance on that assurance, dependent of course on his ability to fulfil the conditions of his "Letter of Credit." This arrangement, however, increases the cost of the goods to the buyer. He may have to arrange it when the exchange is very much against him, and might prefer to wait hoping for a more favorable exchange rate; or if his credit is fully employed it may necessitate placing with his bank additional securities or cash. In any event he has to pay interest and commission and if he is known to be responsible he may resent having to pay the additional charges and place his business where he can secure more favorable terms.

In shipping goods to foreign countries on open accounts the exporter, unless he has had a very satisfactory experience with that particular customer, may be unnecessarily encouraging losses. A manufacturer might feel highly flattered to think a merchant in South America whom he does not know desires to buy his goods and might proceed to ship. But unless he knows under what conditions he is shipping, and the hazards he is assuming, it is not at all unlikely that the transaction would turn out to be an unprofitable one. Open accounts or open credits are for the exporter who has been many years in the business—and he carries very few of them.

Draft Method Predominates

The great percentage of foreign business is conducted by the "Collection by Draft" method. Only it is known as "Bills of Exchange." A bill of exchange is defined as "an unconditional order in writing addressed by one person to another signed by the person giving it and requiring the person to whom it is addressed to pay on demand or at a fixed date or determinable future time a certain sum in money to the order of a specific person or bearer."

Bills of exchange have a very definite place in all export and international financing. Space does not permit going into detail in all their various forms and

uses. Their particular form is usually the banker's concern, but the exporter should be familiar with them. They are generally drawn "at sight" or so many days "after sight." Endorsed by the drawer they become bearer instruments to which the documents including bills of lading, insurance certificate, invoices, etc., are attached and which represent ownership of the goods shipped. The exporter may sell his draft which represents his bill against the buyer to his own bank or he may sell it on the open market with his instructions, which really are his conditions of sale, attached to the bill.

In this way he realizes, depending on his standing, practically the full amount of his account against the buyer and uses the money to continue his business. He has the assurance that the holder of the draft, who is really acting as his agent, does not lose possession of the goods until the draft has been paid or his contract of sale carried out. This might include handing over possession of the goods to the buyer on his "acceptance" of the draft, which practically becomes a promise to pay and is known as "Documents on Acceptance" (D/A), or it might mean the buyer was not to receive possession of the goods until the bill is paid in full, which would be "Documents on Payment" (D/P). In this way the exporter can realize by the sale of the draft to the bank on his account against the buyer and retain control of his goods until the buyer has fulfilled his end of the contract. The exporter, of course, must remember if the buyer does not meet his bills the bank looks to him for payment.

Get Banker's Advice

In all methods of financing export shipments, the exporter should endeavor to secure the advice, assistance and cooperation of his bankers. They may save him from many pitfalls and assist him in arriving at satisfactory working methods. The bank is, or should be familiar with the different methods of collection in different countries and is also in a position to assist in securing reliable information as to the character and responsibility of the buyer. If the smaller manufacturer will use the same precautions in dealing with his export accounts or inquiries that he does with his domestic business, and study the requirements of some of the foreign markets he need have no hesitation in tackling export business either on his own account with the banker's co-operation or through one of several Canadian export commission houses. He would of course study his product and know if there is a market in a given territory outside of any demand a particular buyer may have. If it is a product that does in itself satisfy the requirements of that particular country and that the trade mark, label or any published descriptive matter is in order; also that he is permitted to ship out of his own country and that there are no restrictions against him in foreign markets. In other words, he determines if he has a marketable product that can be traded in and for which there is a reasonable demand.

In financing the export shipment the closest attention must be given to details and as far as it is possible to do so with safety. The exporter should endeavor to comply in every possible way with the wishes of his foreign buyer. Opportunities are always open to the manufacturer who studies the field.

CANADA'S PUBLICLY-OWNED MERCHANT MARINE OF SIXTY-SIX VESSELS

The Canadian Government Merchant Marine is already one of the largest in the world operating under one house flag. There are 38 vessels now in service and 28 more under construction so that the fleet will presently number 66 vessels. All these ships were built in Canada, of Canadian materials, and are said to compare favorably with the best built anywhere.

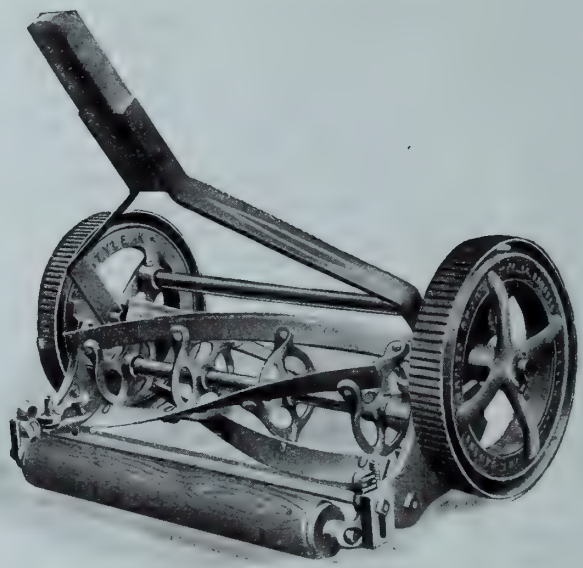
In a recent address delivered at Liverpool the European manager of the Canadian Government marine service stated that the purpose of this fleet is to direct trade through our own ports, and open up new and direct avenues of trade with distant countries. There is now being provided approximately a service every ten days from Canadian ports to London, to Liverpool, and to Glasgow, and a monthly service to South Wales. There is one ship a week to the West Indies, and one each month to South Africa and to Australia and New Zealand. The service to India and Ceylon, the Straits Settlements and Java and China has commenced. Many of these vessels are carrying the Canadian flag to ports where it was never seen before.

This Government-owned merchant marine is a very great enterprise and the benefits the country will derive from direct trading will be large.



CANADA
FOUNDRIES & FORGINGS
LIMITED

BROCKVILLE MOWERS



STYLE K

3 BLADES 4 BLADES 5 BLADES

WIDTHS—EIGHT TO EIGHTEEN INCHES

JAMES SMART PLANT
BROCKVILLE, CANADA

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CANADA
FOUNDRIES & FORGINGS
LIMITED

THE BEAVER AXE



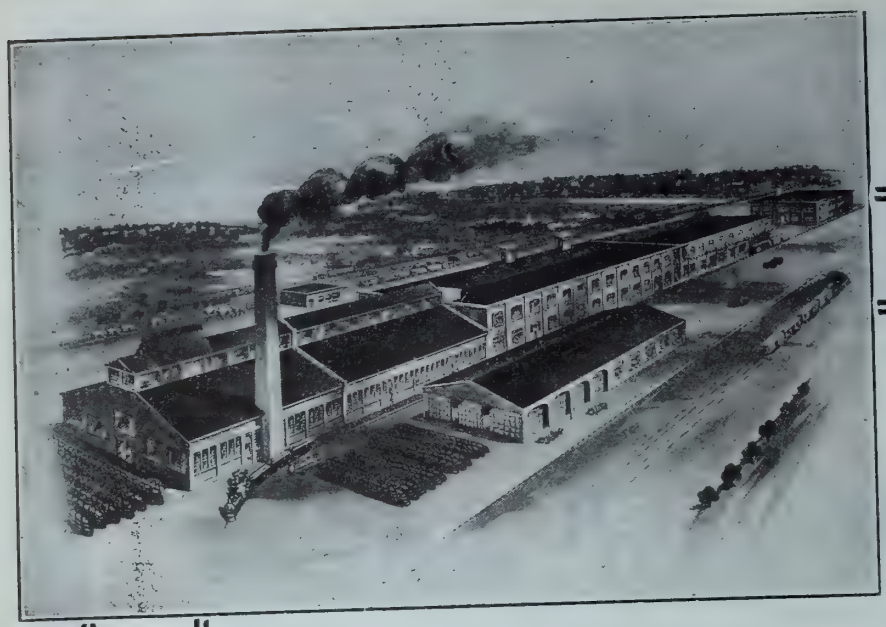
THOUSAND ISLAND HAMMERS



Remembered by their Unfailing Quality.

JAMES SMART PLANT
BROCKVILLE, CANADA

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Bale-Ties
Wire and Nails

Selling Satisfaction

When you sell a prospect on Laidlaw Bale-Ties, Wire and Nails, you sell him absolute satisfaction.

Laidlaw Bale-Ties, made in the usual gauges and cut to any length, are made from genuine Bessemer stock —much stronger than ordinary wire, and costs no more.

WIRE

Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinders', Hat, Florists', Varnished, Weaving, Mattress, and other fine Tinned or Galvanized Wire.

Prompt Shipments.

The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.



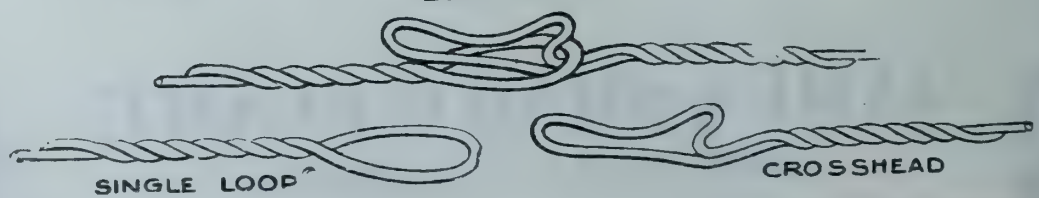
Baling Wire

Norman Jessiman, Vancouver, B.C.; Harry F. Moulden & Son, Winnipeg, Man.; A. T. Diggins, Toronto, Ont.; H. E. O. Bull, Montreal, Que.; M. Bryan, 24 Aldgate, London. England.



Fine Wire

BALE-TIES



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Can You Sell What Every Horse Owner Buys?

Then Stock Tapatco Horse Collar Pads!

Every horse owner appreciates the need of Tapatco Horse Collar Pads. They see at a glance the well-shaped, snugly-fitting design; they quickly recognize the soft, pliable padding that provides a cushion against all shoulder pressure.

A specially convincing selling point of these efficient horse-saving collar pads is the Tapatco stapling device (Pat. U.S. Dec. 1, 1914; Pat. Canada, April 6, 1915), which gives a firm hold and makes the hooks secure, even after the excellent, long-wearing fabric itself is weakened by long use.

It Pays You to Sell "Horse Insurance"

Every horse owner is convinced when he realizes that the loss of the services of one horse for one day may cost more money than would be required to outfit every horse in his barns with Tapatco Horse Collar Pads.

The excellent service in use given by these reliable pads creates good-will for you, and a greater confidence in your store and the other goods you sell; it builds permanent trade.

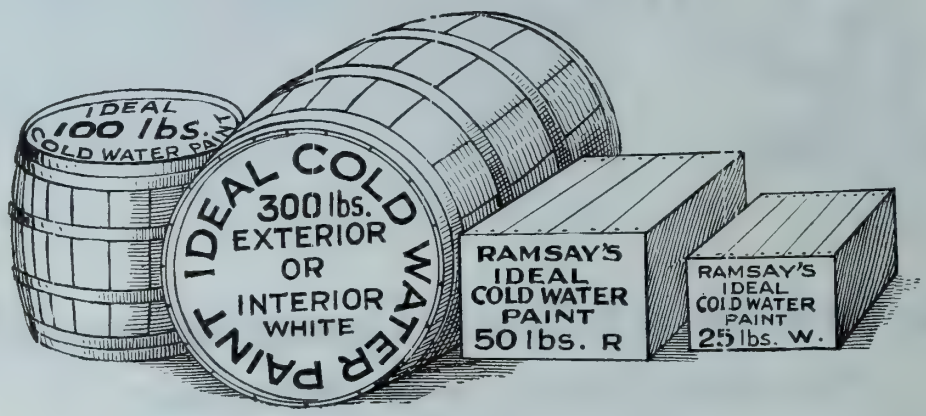


The American Pad & Textile Co.

Chatham, Ontario

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Something New
and a
Product of Canada



RAMSAY'S

Ideal Cold Water Paint

For Exterior and Interior Use.

Get in on this while your chances are good. You have only to stock six colors and white and you are in a position to offer your customers thirty or more shades for their use.

What It Means to You
Small Investment—Large Returns

Write us for samples and particulars or ask our distributors or representatives.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Montreal

Toronto **Winnipeg** **Vancouver**

DISTRIBUTORS:

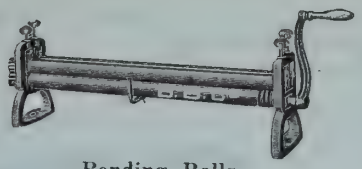
EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all" *Paint & Varnish*

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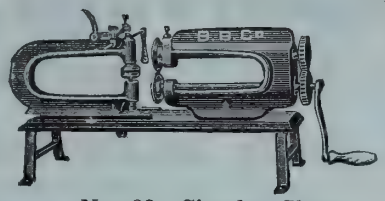


Tin Folder



Bending Rolls

We shall be pleased to send our new No. 26 Catalogue to any interested party on request.

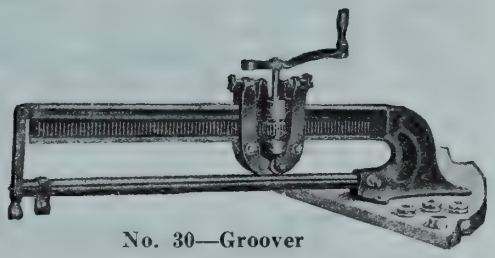


No. 22—Circular Shear

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Shears, Brakes, Bending Rolls, etc.



Steel Brake



No. 30—Groover

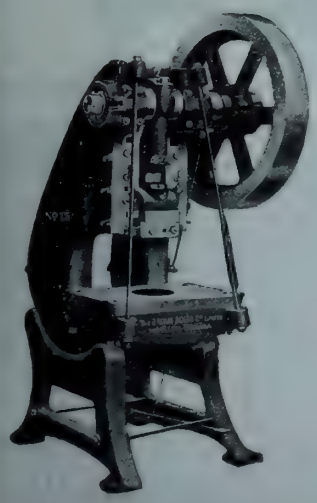
B B Co Ltd.

Efficient Production

Sheet Metal Working Tools

Lower your overhead expense and increase your output! Equip your shop with B.B. Tools. You are losing time and money if your mechanics are operating on faulty machinery, your output is decreased and your overhead increased. To keep up with the times, the modern factory, to meet the ever-increasing cost of skilled labor, must have efficient and speedy production.

B.B. Tools are service built — they give maximum production at minimum cost. Steady, daily production is the only way to combat expenses and build a profitable business.



The Brown, Boggs Company, Limited

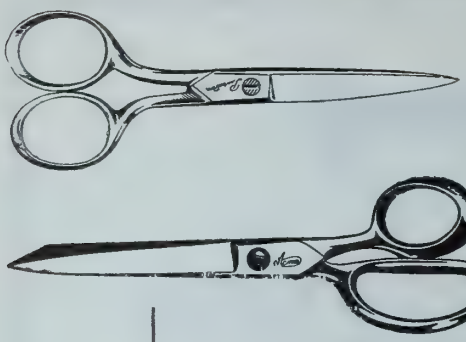
HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Canning and Evaporating Machinery

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"ACME"
Shears and Scissors
Low-Priced—Serviceable

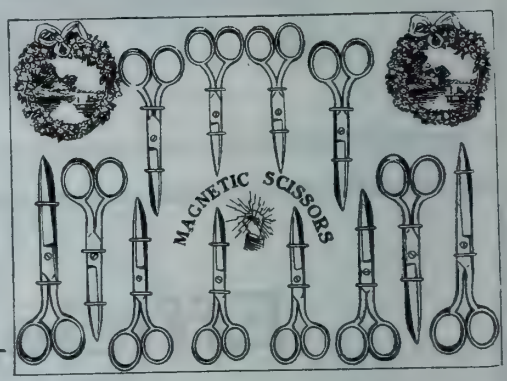
If you want fast-selling cutlery why not try the leading scissor makers of the world—"Acme"? With an output of 35,000 pairs daily we can give special service to Canadian orders, enabling you to handle small stocks and turn them quickly. Another point about that "35,000 pairs daily"—"Acme" shears sell splendidly. The specially hardened, sharp-cutting edges delight the customers, ensuring permanent trade.

The Acme Shear Company

Bridgeport **Conn., U.S.A.**

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott Street, Toronto





The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

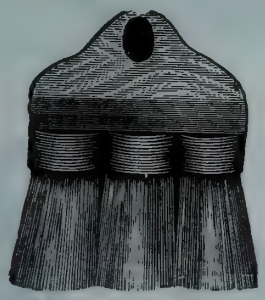


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MEAKINS BRUSHES









MEAKINS Brushes are made from selected materials by skilled workmen. The better grades are Rubber Set, and the bristles cannot come out. In use they prove reliable, durable and satisfactory because they have been made of everything a brush should be.

Meakins Brushes are known from coast to coast for their durability. When the consumer asks for paint brushes, he naturally expects Meakins'.

Meakins & Sons, Limited

Hamilton, Ont.

Warehouses: **Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

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Wrico EXPORT

Registered Trade Mark
(The Mark of Quality)



"Canada" and "Ontario" Fly Swatters
Packed flat in cartons.

GOODS MANUFACTURED BY

E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA

Stamped, Pieced and Japanned Tinwares, Aluminum, Copper and Brass Utensils, Eavestrough, Frying Pans, Galvanized Pails and Buckets, Cold Blast Lanterns, Comet and Nemo Lanterns, Lanterns of all descriptions, Nestable Japanned and Brass Bird Cages, Fly Swatters, Fly Traps, Victor Sifters and Wire Goods, Canuck Bread Mixers, Asbestos Mats and Toasters, Oilers.

Prices quoted f.o.b. Canadian Atlantic Seaport, packages free.

Our experience enables us to pack all export orders in the smallest possible compass.



"Canuck" Bread Mixers.
In two sizes.
Nested in wood cases.



Galvanized Pails and Buckets in all weights, shapes and sizes.
Nested and wired in bundles.



Bird Cages, and Cages for small animals.
Nested in cartons.



Fire Shovels.
Japanned and Galvanized.
Nested closely in bundles.



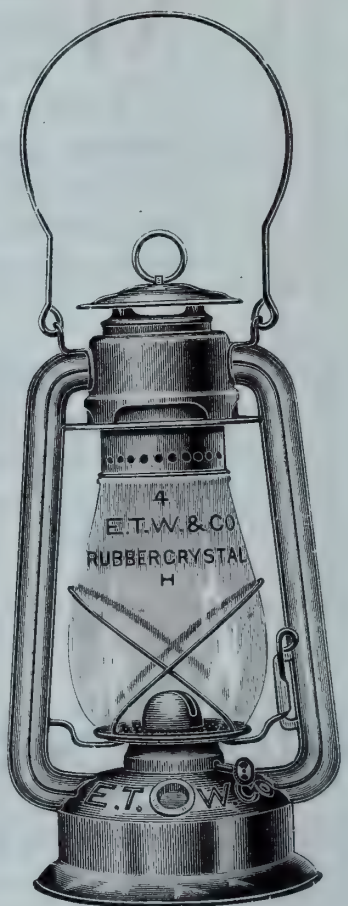
"Hamilton," "Tiger," and "Acme" Frying Pans.
Wired and nested in cases.



"Victor" Flour Sifters.
Nested in cartons.



Muffin Pans in tin and aluminum of all sizes and shapes.
Nested in packages.



No. 4 Cold Blast Lantern.
The world-standard.



"Balloon" Fly Traps.
Nested snugly in cartons.



"Comet" and "Nemo" Lanterns.
Packed 1 doz. in wooden boxes



Aluminum Kitchen Utensils for all purposes.
Most of these lines nest closely.



"Jaxon" Bracket Lamps.
A favorite export line.

Our products are found in all the civilized markets of the world.

Our principal representatives:

ENGLAND—Canadian United Mfg. Agency, 12 Charterhouse Bldgs., Goswell Rd., London, E.C.

SCOTLAND—Spence & Gerrard, 21 Forth St., Edinburgh.

IRELAND—James B. McAlister, 13 Queen Sq., Belfast.

COLOMBIA, S.A.—E. C. Austin, Barranquilla, Colombia.

WEST INDIES, GUIANAS and SOUTH AMERICA—E. P. Gibbs, Port of Spain, Trinidad, B.W.I.

AUSTRALIA and NEW ZEALAND—Thos. DeSchryver, Auckland, N.Z.

SOUTH AFRICA—Dominion Exporters, Montreal, Que.

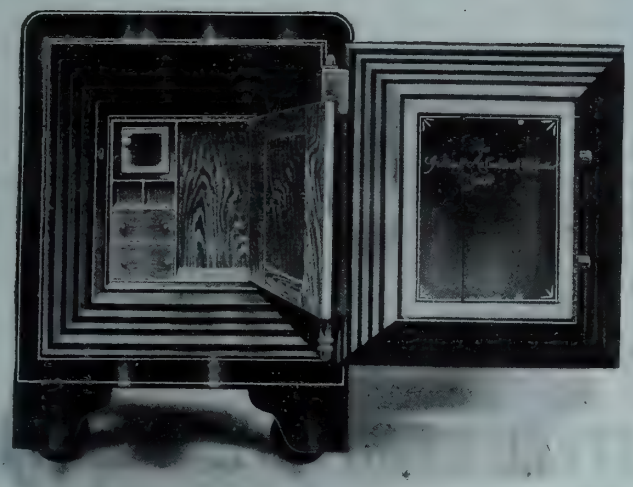
CHINA Export Association of Canada, Montreal.

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Own a Safe that you know is

Positively Fireproof

Goldie & McCulloch Safes



Give you that assurance. They are of heavy and solid construction, thus providing the maximum of protection for your valuable papers, documents, book records, over night cash, etc., from both fire and theft.

Goldie & McCulloch safes have proved their worth time and again by passing through Canada's biggest and hottest fires with real protection to their contents, which have invariably been removed in good condition.

There are sizes and styles for every requirement. Ask for our Safe Catalogue H32.

The

Goldie & McCulloch

Company, Limited

Head Office and Works : Galt, Ontario, Can'

Toronto Office: 1101-2 Bank of Hamilton Bldg. Western Branch Office: 248 McDermott Ave., Winnipeg, Man. Maritime Provinces: E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C.

Three Big Sellers



Norcross *Garden Cultivators*

Gardeners—Farmers—Florists—people in towns with the smallest gardens—all have use for a **Norcross** Garden Cultivator or Weeder.

There is a steady demand for them from the time gardening starts, until the last weed has disappeared and cultivation is completed.

Selling a **Norcross**—is selling Quality, Service, and Satisfaction to a customer, at a moderate cost and an attractive profit.

Three sizes—all strongly made and handsomely finished.

Place one alongside an old-fashioned hoe and watch it sell.

THE MARK OF QUALITY **Special Attention to Export** MARK OF QUALITY

C. S. NORCROSS & SONS
Manufacturers
BUSHNELL, ILL., U.S.A.

"Every blow of the hammer refines the steel"



No. 490 Punch Set

These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
23 Richmond Bldg. Toronto, Canada

MAYHEW MADE TOOLS ARE RIGHT

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Domsteel Wire Products

"From Ore to Finished Product"

WIRE— **Barb, Coiled Spring, Galvanized**
Bright, Annealed, Nail and Rivet Wire, Oiled and Annealed.

WIRE RODS— Nail and Rivet quality.

WIRE NAILS— Of all varieties. All standard and special gauges, including Large Head Felt Roofing Nails.

STAPLES— Bright and Galvanized.

DOMINION IRON & STEEL COMPANY, LIMITED

Works: Sydney, N.S.

General Sales Office: 112 St. James Street, Montreal

Sales Offices: Sydney St. John Montreal

Stocks: Sydney, St. John and Montreal

The fastest cutting Saw made.

The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features.

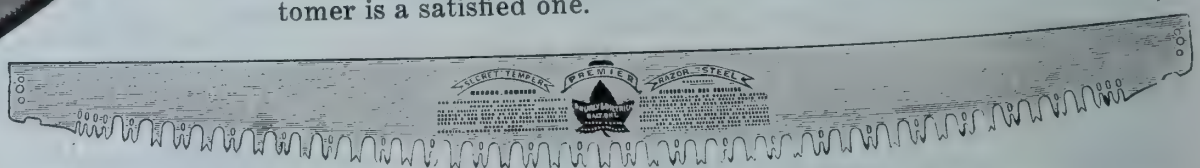


Maple Leaf Saws For Export

Hardwaremen on foreign shores know that Canadian made tools stand supreme in quality and service. They are the Standard of Canada.

Our saws are made on a high-standard basis that wins satisfactory sales and repeat orders for the dealer.

Maple Leaf Saws will satisfy mechanics in your country as well as Canada. You can sell these popular saws assured that every customer is a satisfied one.



Shurly-Dietrich Co., Ltd.

GALT, CANADA

Branches:
VANCOUVER OTTAWA

The Premier Cross-Cut Leads; others follow.

Crescent Ground — Easy Running.

Easily Fitted—Racer's Favorite.

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"T.F." Supremacy

Raw materials entering into the manufacture of our varied lines are as rigidly inspected as the finished product. Close attention to this policy has given us a leadership that is reflected in the ever increasing demand for "T.F." Goods.



Seasonable Suggestions



TREE PRUNERS

Made of good quality materials in various lengths and suitable styles.

LAWN MOWERS

"Adanac," "Woodyatt," "Star," "Empress" are names of mowers representative of all that's dependable and best.

COBBLER OUTFITS

We illustrate but one of many styles. Our complete line covers every requirement.



Catalogues and Prices Gladly Furnished on Request

Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William St., St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

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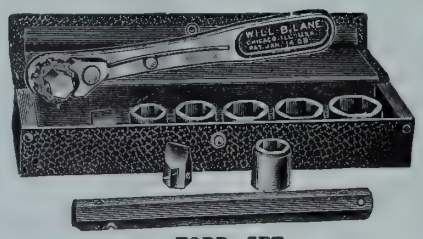
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



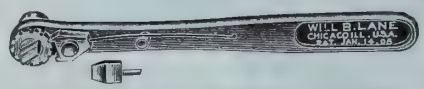
SUPER-UNIQUE SET


FORD SET


STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.


OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

MOTOR ACCESSORIES

SHOULD BE CAST, SPUN OR PRESSED IN THAT LIGHT, UNTARNISHABLE AND NON-CORROSIVE METAL,

ALUMINIUM

WE HAVE A STOCK OF JUST THE FORM OF METAL YOU WANT

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., TORONTO

Eastern Agents:
Spielman Agencies, Montreal

TRIMO

THE WORD TRIMO


Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.


Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

If interested tear out this page and place with letters to be answered.

BURLAP

No. 1 of a Series

1921 Will Be a Burlap Year

Present conditions indicate that 1921 will be a burlap year for Canada's building trade. It's already "in the air."

The plans for the interior decoration of many of our modern houses call for BURLAP, and dealers should stock up on this very essential line.

BURLAP is made in our own Canadian factory of imported jute canvas, oil-coated—in three shades—white, drab and green.

It recommends itself equally to the trade and to the consumer on account of its adaptability to almost any room, its cleanliness and warmth and, above all, by reason of the ease with which it is applied.

"There will be a big demand for BURLAP in 1921"

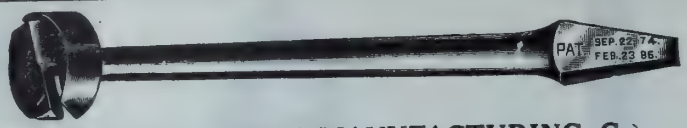
Its present cost is lower than it has been for several years and contractors everywhere are using it extensively for the above reasons.

For sale all through the wholesale jobbing trade

The Dominion Oilcloth & Linoleum Co.

Limited **Montreal, Canada**

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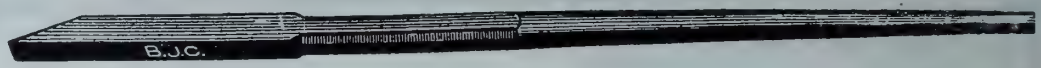


THE PROGRESSIVE MANUFACTURING C `.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

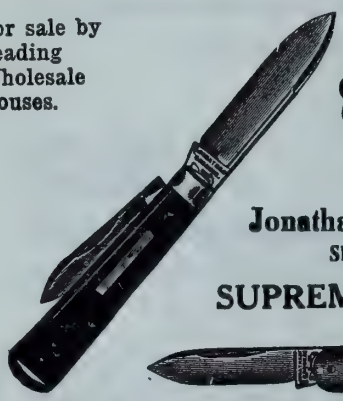
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

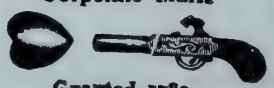
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For sale by Leading Wholesale Houses.

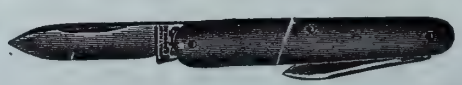


Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building MONTREAL



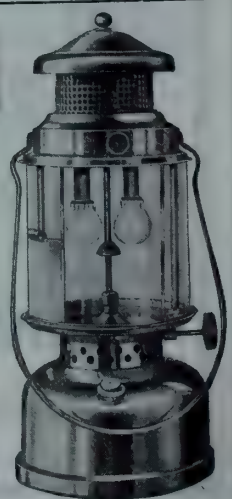
Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

A Match — A Scratch and It's Lit!



"Nulite" Lanterns and Lamps sell as quick as they light.

Guaranteed to generate and light with a match. Every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter will be glad to buy one or both. Give light equal to 20 ordinary coal-oil wick lanterns or lamps.

"NULITE" LANTERNS and LAMPS

Bound to be top notch sellers and profit makers for you. Stock both at once. The best-looking, most durable, simplest lanterns and lamps ever introduced. **For prices, write your jobber or us.**

National Stamping and Electric Works
CHICAGO, U.S.A.

If interested tear out this page and place with letters to be answered.

No. 206 Torch



List Price Each $31.00
Ask for Discount

THE NO. 206 TORCH
THE LATEST SENSATION!

A Burner that will **burn Kerosene or Gasoline** and **produce 200 to 300 degrees more heat than other makes.** This Burner uses less fuel than others require and will soon save the user its cost in saving of fuel. **Has two blunt point needles.** The upper cleans. The lower regulates. Neither needle can injure the burner, doing away with over sixty per cent. of burner troubles. Get our catalog—it tells all about this **Wonderful Double Blunt Needle Kerosene and Gasoline Burner.** Jobbers supply our tools at factory price.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A.



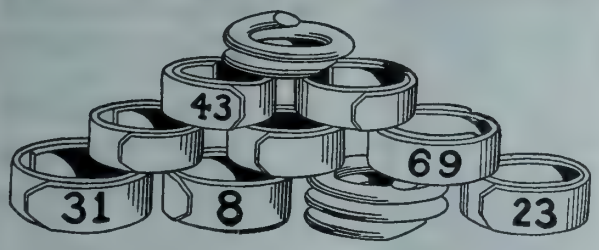
IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

POULTRY LEG BANDS





Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE

Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes



Three Spiral Bands a real good substantial band

In Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

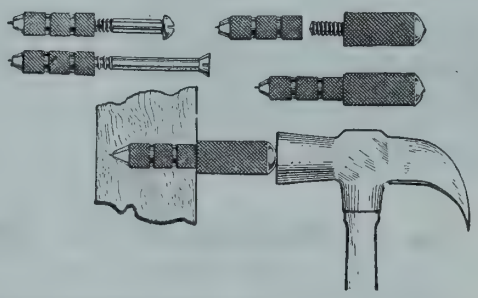
THE RIDEAU SPECIALTY CO.,

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

THE ONLY SCREW HOLES IN THE WORLD



Immediate Delivery from stock on the following sizes

No.	Wood Screw Holes	Length	No.	Machine Screw Holes	Length
4		½"	4-36		½"
6	"	13/16"	6-32	"	13/16"
7	"	13/16"	6-32	"	11/32"
8	"	13/16"	7-32	"	13/16"
9	"	13/16"	8-32	"	13/16"
10	"	13/16"	9-30	"	13/16"
11	"	1"	10-24	"	13/16"
11	"	13/16"	10-32	"	13/16"
12	"	1"	11-24	"	1"
12	"	13/16"	11-24	"	13/16"
14	"	17/16"	11-24	"	½"
16	"	17/16"	12-24	"	1"
18	"	17/16"	12-24	"	13/16"
20	"	17/16"	14-24	"	17/16"
			16-22	"	17/16"
			18-20	"	17/16"
Each size packed 100 Screw Holes and one Driving Head in a Box.			20-20	"	17/16"
			¼"-18	"	17/16"
			5/16"-18	"	17/16"

I. J. STINE SCREW HOLES CO.
WATERBURY, CONN.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

We have a large stock of

Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

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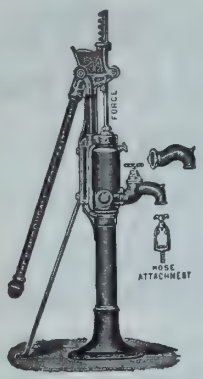


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

Fittings Limited



TRADE MARK

REGISTERED

Manufacturers of

Malleable and Cast Iron Pipe Fittings

Oshawa



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, S.E.1 Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — FIVE-YEAR EXPERIENCED RETAIL hardware salesmen, give full experience, where employed and salary to start. Mills Hardware Co., Hamilton.

SITUATIONS WANTED

HARDWARE CLERK WITH TWELVE YEARS' experience wants position in Toronto. Salary $20 week. Box 51, Hardware and Metal, Toronto.

MISCELLANEOUS

A SALESMAN WHO CAN MAKE SHOW Cards can earn more money and is always sure of his position. Professional Show Card Writer will teach limited number speedy system by mail. For particulars write to Albert Edgar, 13 Edgar Building, Windsor, Ont.

POLARINE AND MOBILE GARGOYLE CHEAP. Leonard Prowse, 22 Cornish Rd., Toronto, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

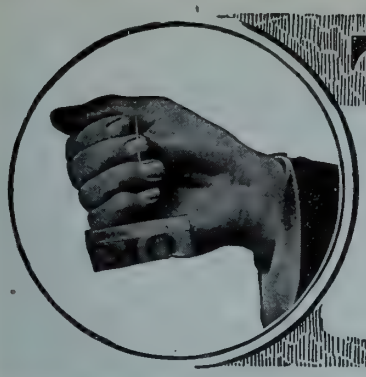
EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

STOVE REPAIRS

Fire Brick, Iron Linings, Water Fronts for Supremes, Garlands, Pen Esthers, Pandoras, New Empress, Acmes, Souvenirs, Crown Hurons, Peninsulars, Favorites, Silver Kings, Sunlights, Climax, and all kinds of Ranges and Heaters. Write for complete list and prices to

GRUNDY BROS.
STRATHROY, ONTARIO

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

TRADE MARK

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

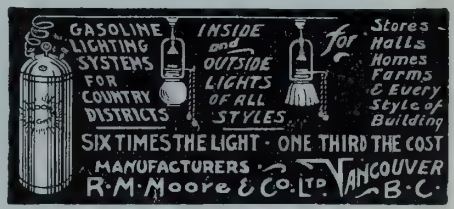
Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Northern Electric
Tape Splice
insist on these Brands
Northern SPECIAL
VICTOR NOR-EL-CO
Northern Electric Company
LIMITED

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

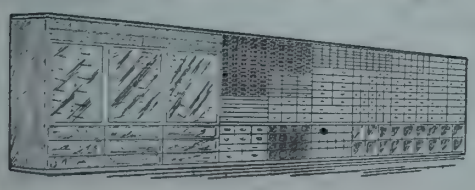
Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

Illustrations
of your products
increase your sales
phone main 4772
Catalog Art Studio
236 Confederation Life Bldg. Toronto



Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES MARTIN WILCKES CO.
119 WILLIAM ST. NEW YORK



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

INDEX TO ADVERTISERS

Acme Shear Co. 108
Acme Waste Mfg. Co., Ltd. .. 116
Aero Mfg. Co. 65
Allcock, Laight & Westwood .. 27
Ashdown Hardware Co., J. H. 79
American Pad & Textile Co... 105

Banwell-Hoxie Wire Fence Co., Ltd. 20
Barrett Co., Ltd. 63
Barnett Co., G. & H. 75
Beatty Bros., Limited 71
Brett Co., The 80
Brown-Boggs Co. 107
Brown, Wm. J. 93
Berry Bros. 59
Brown, A. G. & A. L. 80
Bridgeport Hardware Co. ... 114
British Smelt. & Refining Co. 28
British Aluminium Co., Ltd... 114
Brown & Sharpe, Ltd. 13

Cameron & Co. 119
Can. Decalcomania Co., Ltd. 119
Canada Metal Co. 67, 85, 117
Canada Steel Goods Co., The. 3
Canada Dry Cells, Limited ... 80
Can. Wire & Iron Goods Co. .. 116
Canada Die Casting Co. 119
Can. Foundries & Forg. Co., Ltd. 102-103
Can. Tube & Iron Co. 89
Can. National Carbon Co. 8
Can. Westinghouse Co., Ltd... 11
Canadian Veneering Co. 59
Channell Chemical Co. ..... Inside front cover
Carborundum Co. ..... Inside back cover
Caverhill, Learmont & Co. 21
Chicago Spring Butt Co. 95
Clayton & Lambert Mfg. Co. . 117
Coleman, Allan J. 95
Consolidated Plate Glass Co. .. 75
Coghlin Co., Ltd., B. J. 116
Crookes & Son, John 116
Craig & Co., C. C. 83

Davidson Mfg. Co., Ltd., The. 24
DeLaval Co., Ltd. 97

Diamond Saw & Stamp. Wks. 119
Dom. Sheet Metal Corp. 73
Dom. Oilcloth & Linoleum Co... 115
Dom. Iron & Steel Co., Ltd..... 112
Doon Twines Ltd. 119

Eddy Co., E. B. 15
Empire Brass Mfg. Co. 69

Fittings Ltd. 118
Frost Steel & Wire Co., Ltd.... 10
Flint Varnish & Color Co..... Front cover

Gendron Mfg. Co. 97
Glidden Co., The 55
Goldie-McCulloch Co. 111
Gillette Safety Razor Co. 32
Graham Nail Works 93
Guarantee Sheet Metal & Roofing Co. 81
Goodell Pratt Co. 19
Guelph Spring & Axle Co..... 119
Gutta Percha & Rubber, Ltd... 12

Hamilton Cotton Co. 67
Hamilton Stamp & Stencil Works, Ltd. 119
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S. ... 1
Hutton & Co., James 116

Ingersoll File Co. 26
Iver-Johnson Arms Mfg. Co... 28

Jacobs Mfg. Co. 22
Jardine & Co., A. R. 80
Jennings Mfg. Co, Russell.... 119

Kasement Skrene Dore Co 25
Keystone Mfg. Co. 108

Laidlaw Bale & Tie Co. 104
Lamplough & Co., F. W. 97
Landers, Frary & Clark 2
Lawson Mfg. Co. 14

London Gas Power Co. 93
London Bolt & Hinge Co. 117
London Rolling Mill Co. 65
Lufkin Rule Co. of Can., Ltd.. 120

Macfarlane & Co., A. 18
McArthur & Co, Alex..... 93
McDougall Co., R. 118
Manning, Hinton & Brissenden. 119
Mayhew Steel Products, Inc... 111
Meakens & Sons, Ltd. 109
Maxwells Ltd. 7
Manitoba Steel & Iron Co.... 81
Mica Co. of Canada, Ltd. 91
Millers Falls Co. 16, 17
Miller Morse Hdwe. Co. 61
Moore & Co., R. M. 119
Morrison Brass Co., James.... 29
Myers & Bro., G. E. 65

National Electric Heating Co., Ltd. 95
National Stamp. & Elect. Wks. 116
Nagle Mercantile Agency 118
Nagle & Co., H. 30
Nicholson File Co. 31
North Bros. Mfg. Co. 22
Niagara Falls Metal Stamp. Co. 91

Norcross & Sons, C. S..... 111
Northern Electric Co., Ltd.... 119
Nova Scotia Steel & Coal Co... 65

Oakey & Sons, John 118
O-Rib-O Mfg. Co. 80
Owen Sound Wire Fence 119

Parmenter, Bulloch & Co. ... 81
Pink Co., Thos. 108
Plymouth Cordage Co. 4
Progressive Mfg. Co. 116

Quality Tool Works 87

Renfrew Electric Prod., Ltd.... 34
Ramsay & Son, A. 106
Reed & Co., Geo. W. 91

Russell Jennings Mfg. Co. 119
Rideau Specialty Co. 117
Rock Island Mfg. Co. 89

Sanderson Pearcy & Co. 57
Savage Arms Corp.....Back cover
Shurley-Dietrich Co., Ltd. 112
Shurly Co., T. F. 93
Slater Co., Ltd., N. 5
Spramotor Co. 30
Starrett Co., L. S. 9
Stanley Works, The 23
Steel Co. of Canada, Ltd. 29
Stevens-Hepner Co., Ltd. 75
Stevens & Co., G. F. 77
Steel Trough & Machine Co. ... 89
Still Mfg. Co., J. H. 85
Steine Screw Holes Co. 117

Taylor-Forbes Co., Ltd. 113
Toronto Plate Glass Imp. Co. .. 75
Trees & Co., Samuel 25
Trimont Mfg. Co. 114
Turner & Sons Ltd., J. J..... 89

Union Transit Co. 85
Union Iron & Metal Co. 91
United States Sand Paper Co... 67
United Brassfounders & Engineers Ltd. 26

Vaughan & Bushnell Mfg. Co. . 91
Vol-Peek Mfg. Co. 30

Want Ad. Page 118
Western Wire & Nail Co. 116
Wausau Abrasives Company... 31
Walton Carlson Co. 24
Woods Mfg. Co. 67
Woods & Co., Walter 85
Wrought Washer Mfg. Co. 97
Wilckes-Martin-Wilckes Co. ... 119
Williams & Co., Ltd., J. H..... 27
Wiesbach & Hilger, Ltd. 99
Wilkinson & Kompass 117
Wright & Co., E. T. 30, 110

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If interested tear out this page and place with letters to be answered.

Carborundum In The Shop



TAKE for instance the repair shops, carpenter and pattern shops, garages and the factory tool rooms—

Think of the market represented here for Carborundum Products.

Carborundum Combination Stones, Slip and Gouge Stones for chisels, plane bits, carving tools—

Small wheels for garage and tool room work—

Carborundum Brand Garnet Paper and Cloth for wood sanding—

Aloxite Cloth for metal work.

The field for sales is limited only by your ambition to reach it.

Stock up—make a drive on these markets right now—circularize—use window displays.

We are glad to help with Carborundum advertising materials.
Write us to-day.

The Carborundum Company

Niagara Falls, N. Y.



SAVAGE

NOW SECURE YOUR STOCK!

For years you've stocked the Savage Automatic, the Pistol that "aims as easy as pointing your finger." You know it—have handled it—have sold it to your customers as the Champion Pocket Gun—the home protector.

What about you? Have you a Savage located conveniently in your store, so that you can get at it, and utilize these 10 quick shots to guard your stock against the sneak thief or the bolder, more daring hold-up man?

Big banks recognize this peril, and are training their Tellers to shoot straight and shoot quick.

And you've put Savage protection in countless homes.

You've stocked this security for years—NOW SECURE YOUR STOCK.

Caliber .32 . . . . . 11 Shots
Caliber .380 . . . . . 10 Shots

We'll supply descriptive booklets on the new Savage Automatic, with the grip that fits the hand. They will help you sell yourself.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK

Owners and Operators of J. Stevens Arms Company, Chicopee Falls, Mass.



SPECIFICATIONS

Caliber, .32, Rimless, Smokeless; 3¾ - inch barrel, total length 6½ inches, weight 19 ounces. Magazine holds 10 cartridges. Caliber .380, Rimless, Smokeless: 4¼ - inch barrel, total length 7 inches, weight about 22 ounces. Magazine holds 9 cartridges.



Reg. U.S. Pat. Off.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 6 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | FEBRUARY 5, 1921









Whittall Cans



Reliable, satisfactory cans for every purpose. Let our Service Department help you.



A. R. Whittall Can Company LIMITED

Montreal, Canada

SALES OFFICES:
202 Royal Bank Bldg.
TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

SALES OFFICES:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



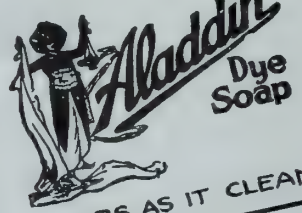






O-Cedar Products

CLEANS AS IT POLISHES



COLORS AS IT CLEANS

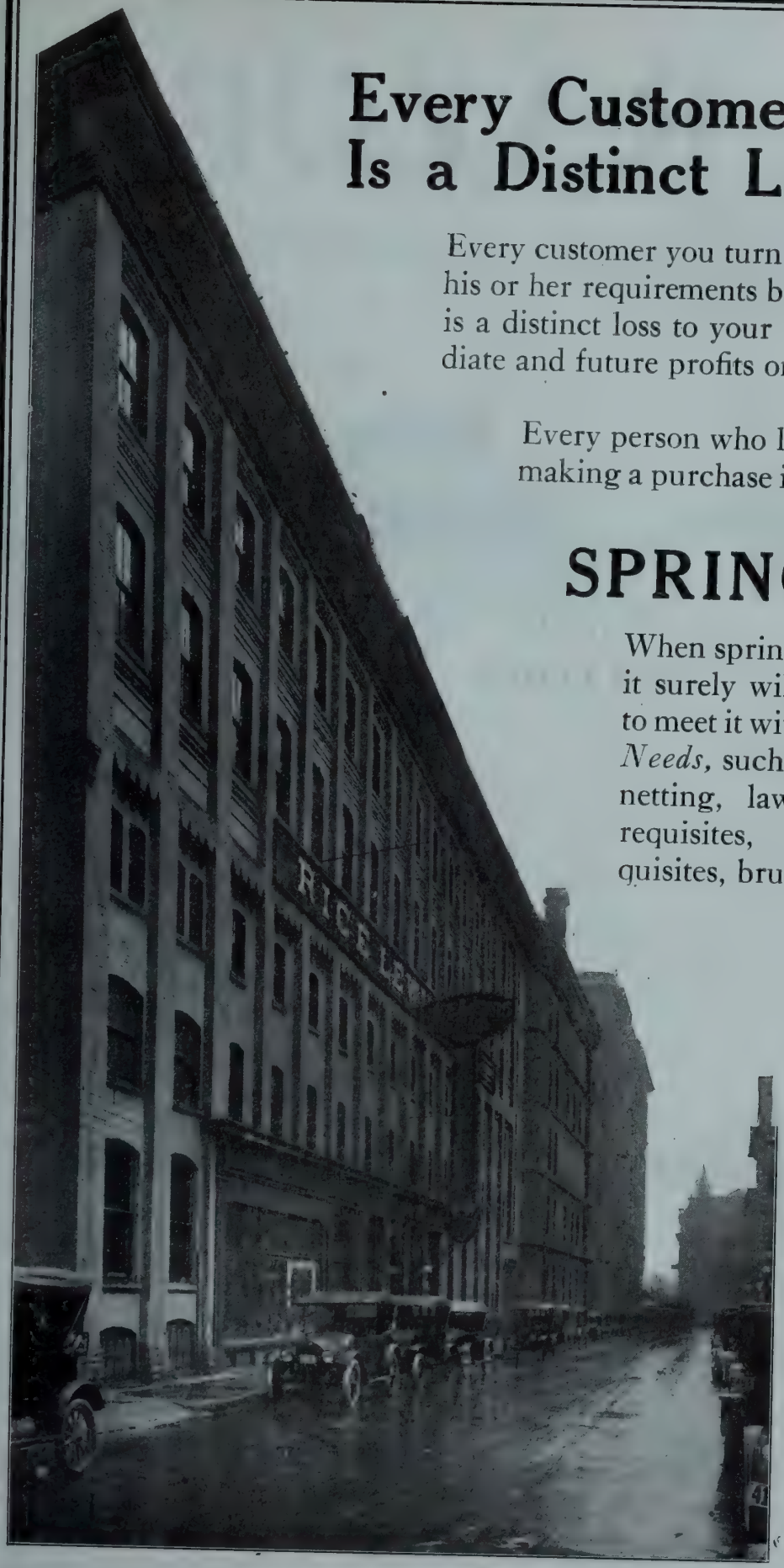
LETTERS PATENT have been received from the Provincial Government of Ontario authorizing change in this Company's name to

CHANNELL LIMITED

from the former name of Channell Chemical Company Limited. The change in name does not alter in any manner either the policy, personnel or service as manufacturers of O-Cedar Products and distributors of Aladdin Dye Soap.

Address as before

369 SORAUREN AVENUE, Toronto, Ont.



Every Customer Unserved Is a Distinct Loss---

Every customer you turn away without supplying his or her requirements because of a lack of stock is a distinct loss to your store, not only in immediate and future profits on sales, but in good will.

Every person who leaves your store without making a purchase is a dissatisfied customer.

SPRING NEEDS

When spring trade opens up, which it surely will, you should be ready to meet it with a full range of *Spring Needs,* such as—Garden tools, wire netting, lawn mowers and lawn requisites, spring cleaning requisites, brushes, etc.

We carry a most complete stock of these goods and offer the trade quick service and right prices.

Ask the "Rice Lewis" man.

—

Rice Lewis and Son
Limited

TORONTO
CANADA

If interested tear out this page and place with letters to be answered.

I·XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

No. 2000



PEERLESS

No. 1000



CONQUEROR

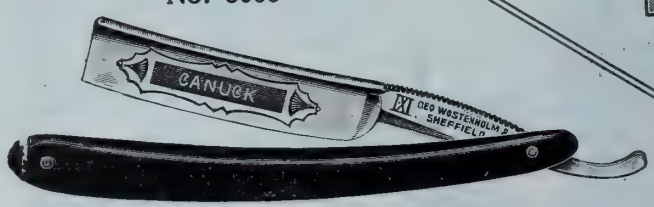
I·XL RAZORS

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I·XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

Write for Our Booklet of Illustrations and Descriptions

No. 5000



CANUCK

No. 5001



IMPERIAL

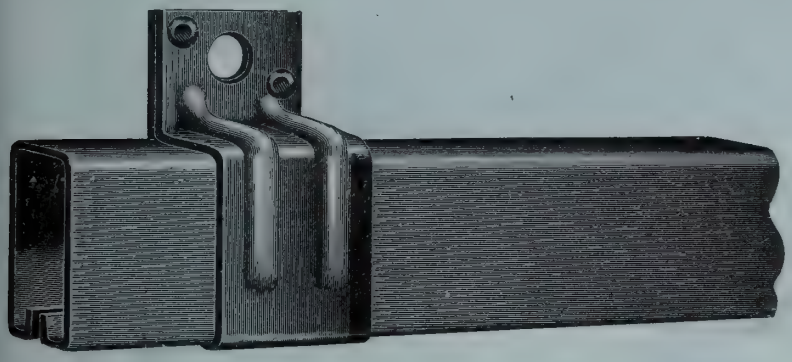
A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.
MONTREAL, QUE.

Sole Agents for Canada

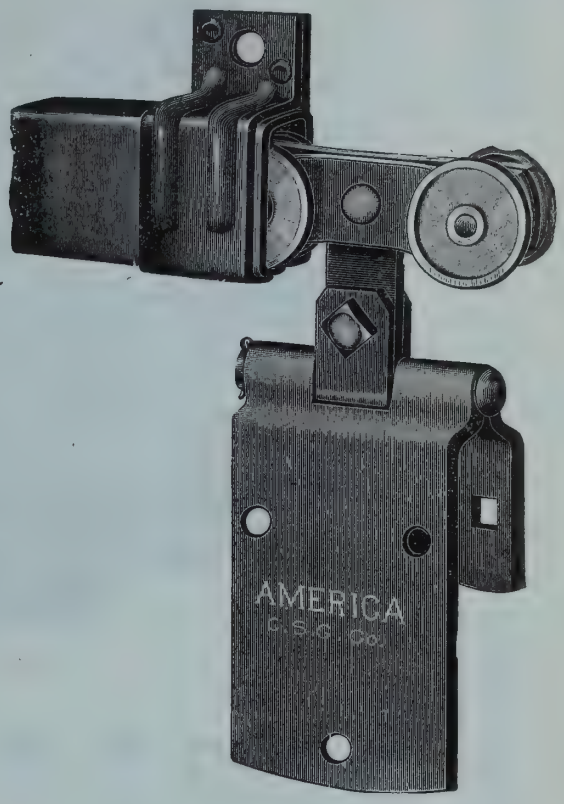
If interested tear out this page and place with letters to be answered.

"America"
Trolley Hangers
The Dealers' Friend



Steel Trolley Track

The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.



The Largest Sales of Any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded —on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets. Packed one pair in a box complete with Screws and Bolts. Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle the C. S. G. Co. Line—Ask Us About It

Canada Steel Goods Co., Limited
Hamilton, Canada



RB ★-2.50	-0001
SA Rc 12.00	-0002
RE ★-0.75	-0003
RA ★-1.25	-0004
SE Ch-7.45	-0005
RD ★-0.33	-0006
RD ★-4.25	-0007
RA Pd-0.50	-0008
RD ★-0.89	-0009
RB ★-0.15	-0010
RE ★-5.35	-0011
SA Ch-4.50	-0012
-D NS-0.00	-0013
RB ★-2.23	-0014
SD Ch-3.75	-0015
RA ★-4.08	-0016
RE ★-0.75	-0017
RD ★-1.00	-0018
SE Ch-1.25	-0019
RB ★-5.75	-0020
RD ★-0.47	-0021
RA ★-1.25	-0022

The history of the day's business

Every time a sale is recorded on an up-to-date National Cash Register, a complete record of the sale is printed on a strip of paper inside of the register.

This strip of paper is called the detail-strip.

It shows how much business is done during certain hours, or during the merchant's absence.

It cannot be removed or changed without the merchant's knowledge.

It prevents the cash drawer being opened without a permanent record being made.

At the end of the day, the merchant takes the detail-strip out of the register and files it away.

It gives him a permanent, unchangeable history of each day's business.

The detail-strip is only one of the many features which make up-to-date National Cash Registers a business necessity.

This is a section of the detail-strip. For each transaction it shows (1) whether a receipt or slip was issued, (2) the initial of the clerk, (3) the kind of transaction, (4) the amount, and (5) the number.

Let our representative show you how it will help you make more money.

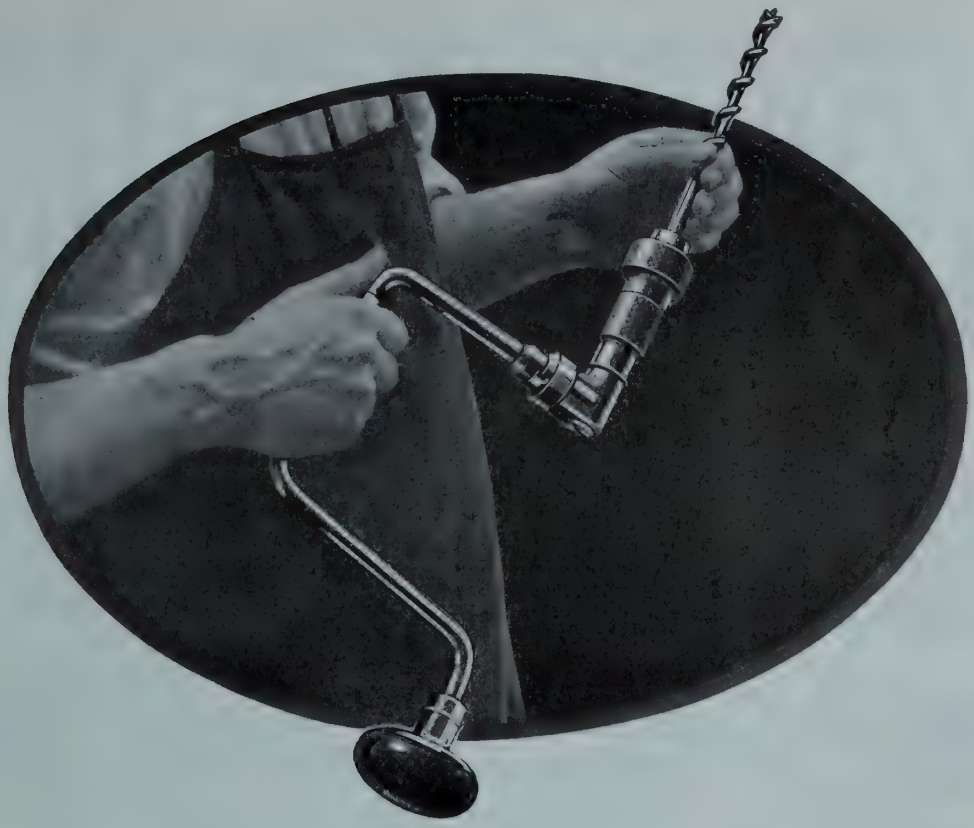
We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

If interested tear out this page and place with letters to be answered.

PEXTO



PEXTO

The Proof of a Bit Is in Its Use



Bits look so much alike that an average customer sees little or no difference in the various brands.

PEXTO BITS embody certain features which make them enough better than the average, so that they have become the choice of the mechanics who know the best tools.

All *PEXTO BITS* are forged from special bit steel, each bit is hardened and the temper drawn individually, which gives them a uniform quality. The lips are hardened to just the right degree, not hard enough to be brittle, nor soft enough to "turn" in hard service.

They are pitched to bore with or against the grain of wood and the pitch throws the chips out clear of the hole. They will bore through hard wood without chipping.

THE SAMSON SOLID CENTRE BITS are made in a wide variety of sizes and are packed in canvas rolls, wooden boxes, and in sets as well as by the dozen.

THE SAMSON EXPANSIVE AUGER BITS are graduated on the shanks to determine the depth of the bore. The cutters are interchangeable with any properly made Clark Pattern bit.

The finish is attractive and lasting.

These features and many more warrant our branding these Bits *PEXTO.*

Pexto goods can be obtained through representative Canadian Jobbers.

Our new No. 20 Catalog lists many tools. You will be interested. Send for a copy.

PEXTO

Worth While Tools

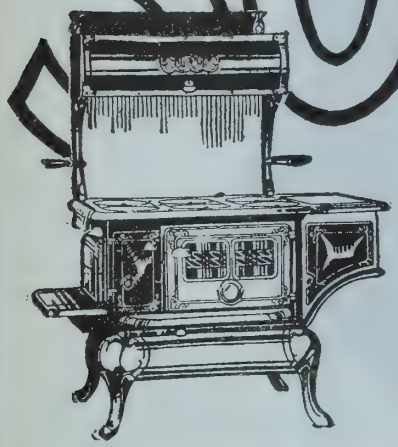
THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.

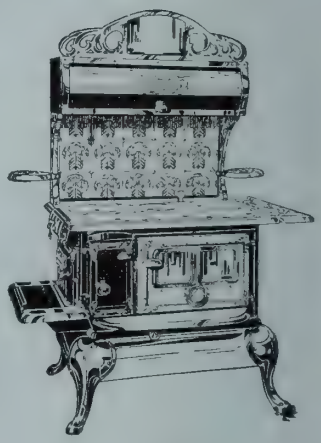
SOUVENIR

Stoves and Ranges



THE HOUSEWIFE'S CHOICE FOR SEVENTY-FIVE YEARS

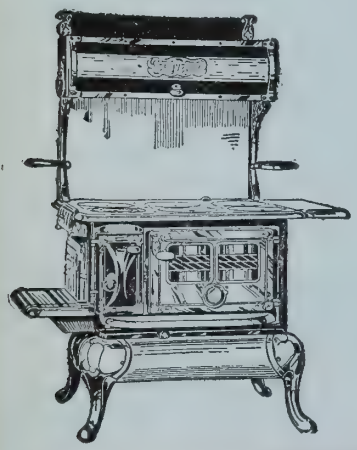




We extend a cordial invitation to all dealers who visit the hardware convention to call at our show-rooms and see what an up-to-date line of goods we make.

In addition to our stoves and ranges, we will display a full line of builders' hardware, and the famous NEW IDEA Warm Air Furnace—Piped and Pipeless.

If you do not expect to attend the convention, write us for catalogue describing any of the above lines, and ask us to tell you about our exclusive agency proposition.





All of our goods are sold with a Guarantee

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

REPRESENTATIVES:
MONTREAL—MR. CHARLES NICOLL, 614 AYLMER STREET, MONTREAL
VANCOUVER - - - - - 1073 HAMILTON STREET, VANCOUVER, B.C.
WINNIPEG - - - - - - 134½ HIGGINS AVE., WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer —The Fleet Owner

TO the hardware dealer who wishes to expand his business—and who doesn't —beyond the usual conventional lines, the field among automobile "fleet owners" offers a real opportunity.

By this we mean service stations operated privately by owners of a dozen or more autos or motor trucks.

To earn a profit, these service-stations put the dollar emphasis on "time." They will buy improved tools which cut out delays, prevent "botches," and keep the cars running on full schedule.

In the GTD line of threading tools, there are three introductory items *immediately salable* to a fleet owner.

No. AA4 *Little Giant* Screw-Plate (for magnetos and other small work).

No. 312 *Little Giant* Screw-Plate (for engine and chassis repair).

No. **260**—A Set of *Little Giant* Pipe Stocks and Dies (for pipe connections).

Get these in and GTD reamers, pipe taps and pipe wrenches as well as replacement business will follow.

This is a plan for immediate action by live dealers. We can tell you much more to help you develop this threading repair business. Make a start by trying out the above items on the service stations near you.

For any dealer who will make a list of possible customers for the above tools in his neighborhood, we will give prompt cooperation. Send us the list and we will supply the literature you need to bring your line to their attention.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. of Canada, Limited, Galt, Ontario

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation
of Canada, Limited, Galt, Ontario
Here is that list of Service Stations to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name Position

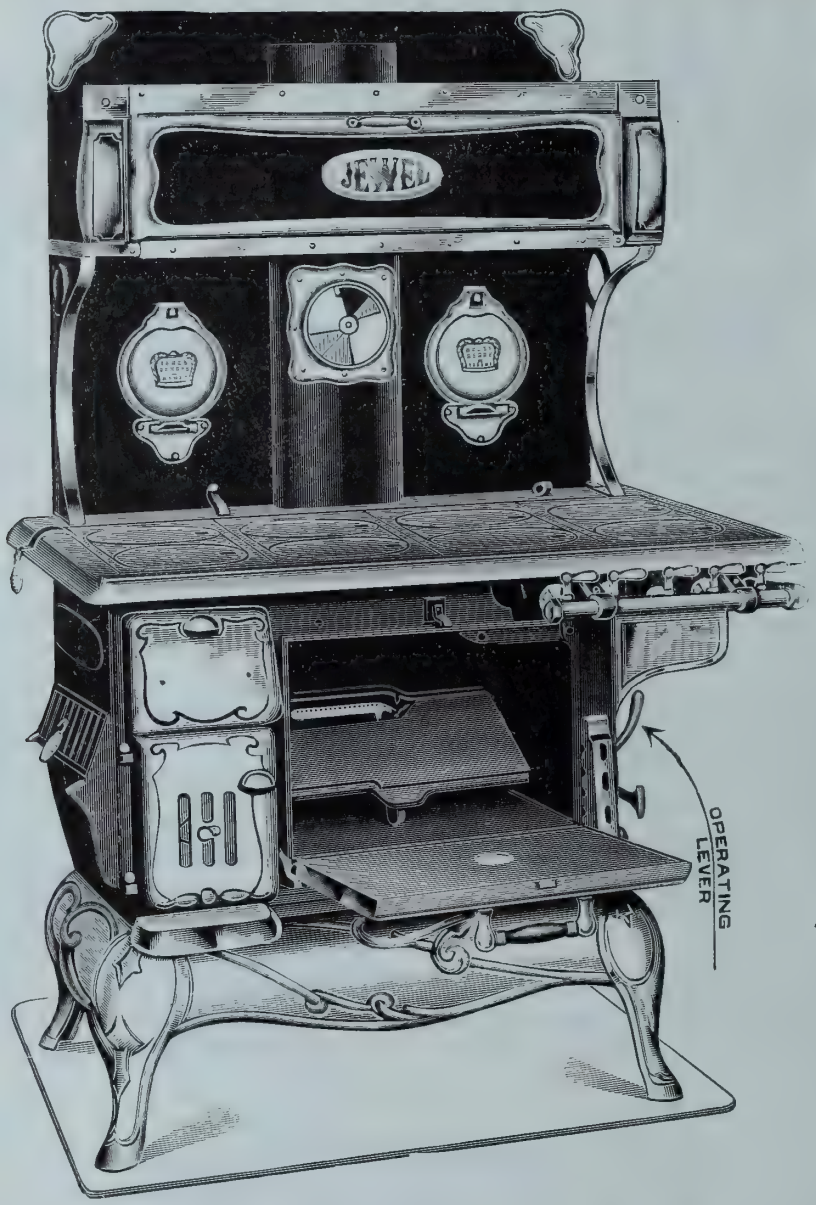
Firm

Address H.&V.



If interested tear out this page and place with letters to be answered.

See the "Triplex Jewel" when in Hamilton



Well Equipped

The "Triplex Jewel" is the last word in "Combination Ranges." In it are embodied all the latest and most modern features yet known to stove makers. No other combination range is so well equipped, and none so attractive in appearance and neat in design.

Ready for Service

The strong feature of this stove is the fact that it is never out of commission, but always ready for service.

Burns hard or soft coal or wood, natural or manufactured gas.

The Triplex Jewel

Satisfied stove customers can be made the world over with the Triplex Jewel Combination Range. Its special features save the housewife money and worry, and make the dealer many new friends.

The Triplex Jewel is the most complete and efficient combination range on the Canadian market. Only high quality materials and skilled workmanship have been used in perfecting this all-season, all-style range.

The Burrow, Stewart & Milne Co., Limited

Hamilton, Ontario

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and Machine Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

THE PYREX POLICY IS BUSINESS *INSURANCE*

THE question has been asked, "Why did you continue to advertise Pyrex when you could not supply the demand?" The reply was, "Business insurance for the dealer."

The question was also asked, "Why don't you do as others are doing and double the price of Pyrex?" The reply was the same, "Business insurance for the dealer."

Since 1915 the price of Pyrex was only advanced 20%. The trade knows it, the people know it, and no one is waiting for a "bargain" in Pyrex.

The Pyrex policy insures the dealer's investment. The Pyrex turnover is the backbone of the house-ware business.

PYREX

TRANSPARENT OVEN DISHES

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

707 TIOGA AVENUE CORNING, N.Y.



If interested tear out this page and place with letters to be answered.

BE ON TIME!

SEASONS seem to be travelling very fast. Winter is more than half gone. Spring will be along one day soon. And with spring comes thoughts of dairy pails and strainer pails, milk strainers, etc.

Remember when the demand commenced last year? Be on time this season. Order *now*, and you'll be "all set" for a profitable return.



The *SMP* Dairy line is a quality line *in the truest sense of the word.* Every pail, strainer and can is the result of close study of what was most generally popular. They are strongly put together—made from the best materials. And they are *sanitary.*



Dairy Pail

The SMP Dairy Pail—shown above—is known as the finest article of its kind on the market. The ears are strong, and are riveted with sturdy rivets, reinforced again by a metal strap inside. This strap and all seams are flushed with solder—making the pail absolutely clean and sanitary. It is highly polished and labelled.

This pail is made in two sizes: 14XXXX and 16XXXX both straight and flaring patterns.

Strainer Pail

Like its running mate, this popular SMP Strainer Pail (as shown above) is very strongly built and is highly sanitary. The high breast with the strainer in it, is rolled in around the brim and soldered flush on the inside. Nothing more sanitary could be desired. Double seamed bottoms—highly polished—labelled—carefully wrapped.

The other articles,—sanitary dairy pail with hood, cream pails, milk pails, milk strainers and creamery cans are also of the highest quality.

Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co., of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

For Quick, Steady, Profitable Sales by

Hardware Jobbers and Dealers

For Fast-Cutting Accuracy and Greater Production in

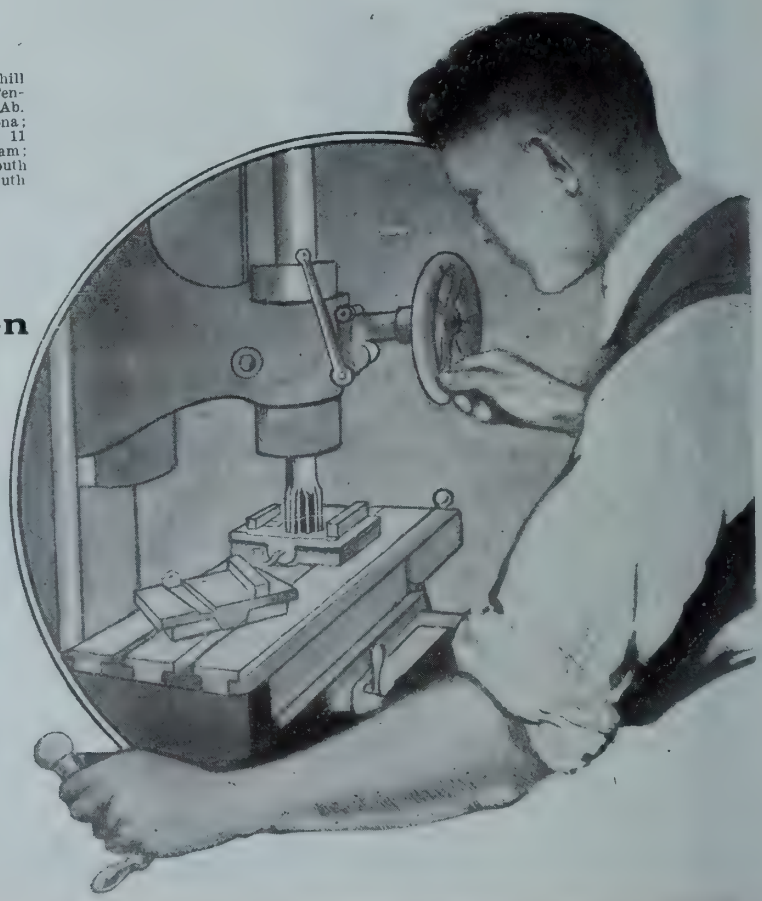
Machine Shops and Factories

Use Butterfield Tools

Butterfield Tools have forty years of experience behind their quality; forty years of improvements as science and manufacturing have progressed; forty years of trial and test by machine shops and factories; forty years of good sales and profits in the tool departments of hardware stores, and forty years of satisfactory service that has established the confidence of users, and made permanent customers for hardware stores.

You can put those forty years to work for your store.

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lyourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.



Butterfield & Co. Division

Union Twist Drill Co.

Rock Island, Quebec



BUTTERFIELD

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

For Men Who Know Good Tools



SMART BENCH AXES

DIAMOND G BRAND

Superior Finish Curved Handles

JAMES SMART PLANT

BROCKVILLE - - CANADA

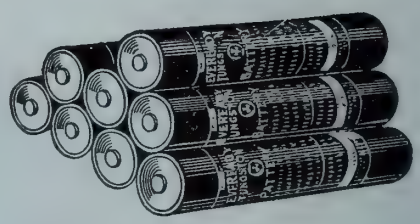
Multiply Your 1921 Turnovers



One Eveready Flashlight Sale

(Plus)

+



The Batteries the customer consumes

(Equals)

=

Total Business resulting from a single Sale

THE sale of an Eveready Flashlight to a customer marks the *beginning* of a growing chain of profits. It starts a *continuous* demand for Eveready Batteries, keeps the flashlight buyer *coming* to your store, gives you the opportunity to make a *regular* customer of him and also to sell him other goods.

Display the line attractively and watch your sales grow.

Canadian Made for Canadian Trade

CANADIAN NATIONAL CARBON CO.
Limited
TORONTO AND WINNIPEG

EVEREADY

Flashlights & Batteries

AC-10-T

If interested tear out this page and place with letters to be answered.



Story for Week Dated February 5th, 1921

Being No. 43 in the Series

The Tissue Papers: Serviettes, Paper Towels and Toilet Papers

PURITY is the first essential in the production of the tissue papers at the Eddy Plant. Here the reason for that pure well water, the many washings and strainings you have studied at the Sulphite Plant, becomes evident. For these tissue papers are used to wrap food with at picnic party or on restaurant table, and the paper towels manufactured by the E. B. Eddy Company have got to live up to their reputation of absolute sanitary perfection. To watch the processes of paper making, and packing at the Eddy Plant is to realize that this reputation is earned and maintained.

Speed is an important consideration too, in the production of the E. B. Eddy Company tissue paper lines. To watch the girls at work in the portion of the plant set apart for tissue and toilet papers is to realize that human hands can keep pace with the swiftest machines ever invented. Serviettes and towels are folded and bundled at lightning speed, and still the call for them is more urgent than production speed can keep pace with.

Ingenious machines take care of the clever interfolding of the famous "ONLIWON" line of E. B. Eddy tissue paper towels which you have used on many a railway journey, or in hotels, and city restaurants and offices. The interlocking fold which always ensures the pulling out of a new towel for each user is rapidly made by a descending blade working with unerring precision on a steadily running machine. The serviettes are packed flat in bundles of 250; the towels go in bundles of fifty. While a boy can mind the machine that folds the towels, each packet of towels is tested by a man who is an expert at the work, and not a faulty fold in many hundreds of thousands passes his vigilant testing.





Eddy's "Onliwon" Towel and Toilet Paper Fixtures

Towels



Toilet Papers



If interested tear out this page and place with letters to be answered.

Let's get down to cases on this Hack Saw business

You can't carry all the different saw blades that salesmen are trying to force on you. If you did, you would have a lot of money tied up in stock that would take a year or more to move.

Why not do what the leading hardware dealers are doing and cut down to one or two lines and make quick turnover boost your profits?

Then the question arises: "What lines shall I choose if I cut down?"

Here is the answer that was recently given to that question the other day by a New Jersey mill supply man.

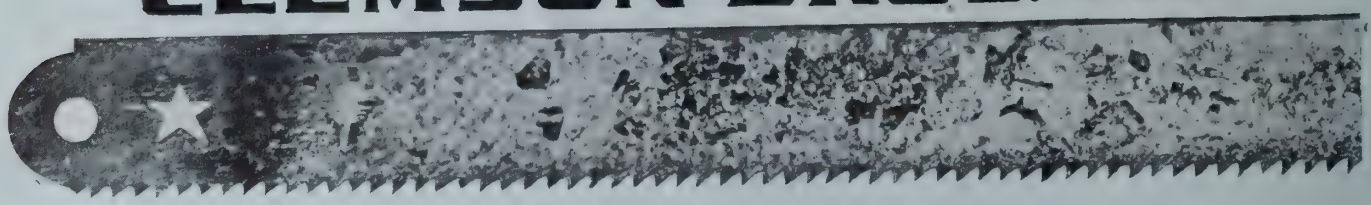
He said: "Years ago we carried seven or eight different brands of saws but decided to cut out many that were hard to sell. To-day we carry but two brands, Star and the X brand. And I have noticed this — at times when through oversight a Star user has been sent an order of X blades, he is always very quick to register a protest and insists upon Star.

"Star users' experience and their reading of Star advertising have made them insist on the brand so that we simply have to carry Star Saws."

Probably you will agree that the merchant makes the greatest success who doesn't wait to be coerced but finds the lines of least resistance himself and takes advantage of them.

Geo. N. Clemson *President*

CLEMSON BROS. INC.



If interested tear out this page and place with letters to be answered.



Star Hack Saw Signs

Are lithographed on tin and show the actual blades. A small sign with striking display value for use of retail and mill supply dealers sent free on request.

Star quality and Star advertising make Star hack saws the line which is most called for and most readily accepted.

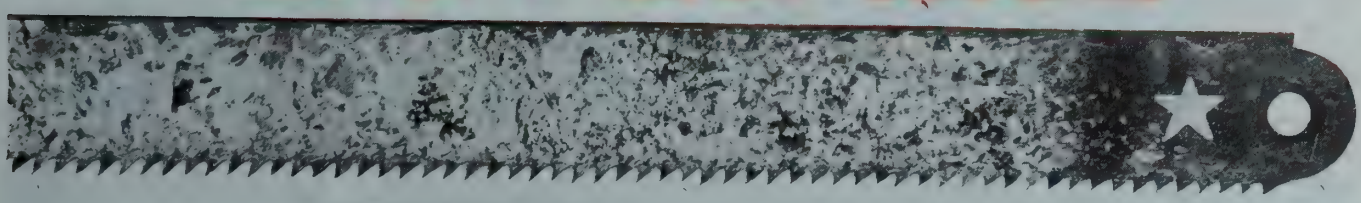
When you carry Star you can satisfy every hack saw demand as with no other blade. Star users are legion and you can never make a Star user believe another blade is "just as good as Star."

Don't buck established demand. Push Star Saws and cash in on it.

Clemson Bros. Inc., Middletown, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton, Ont.

STAR HACK SAW BLADES



If interested tear out this page and place with letters to be answered.

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES

Why Williams'?

FOR the same reason you are selling other high grade standard lines. *Because they pay.*

Experienced mechanics, everywhere, are using Williams' Wrenches; they know the tools are dependable and ***they like them.*** Williams' Wrenches have correct balance as well as sturdy strength—they "feel" right—they fit the hand like an old glove.



Good tools, correctly designed and made, are of paramount importance to the operator. Help him to boost production. Remember when you sell Williams' Wrenches, you supply Superior quality.

We make 40 standard styles in about 1000 sizes with openings from 3-16 to 7⅝ inches. Also 3 patterns of Screw Wrenches, "Vulcan" Chain Pipe Wrenches, Stillson Wrenches, etc.

J. H. WILLIAMS & CO.

LIMITED

"The Wrench People"

FORMERLY CANADIAN DIVISION OF
THE WHITMAN & BARNES MFG. CO.

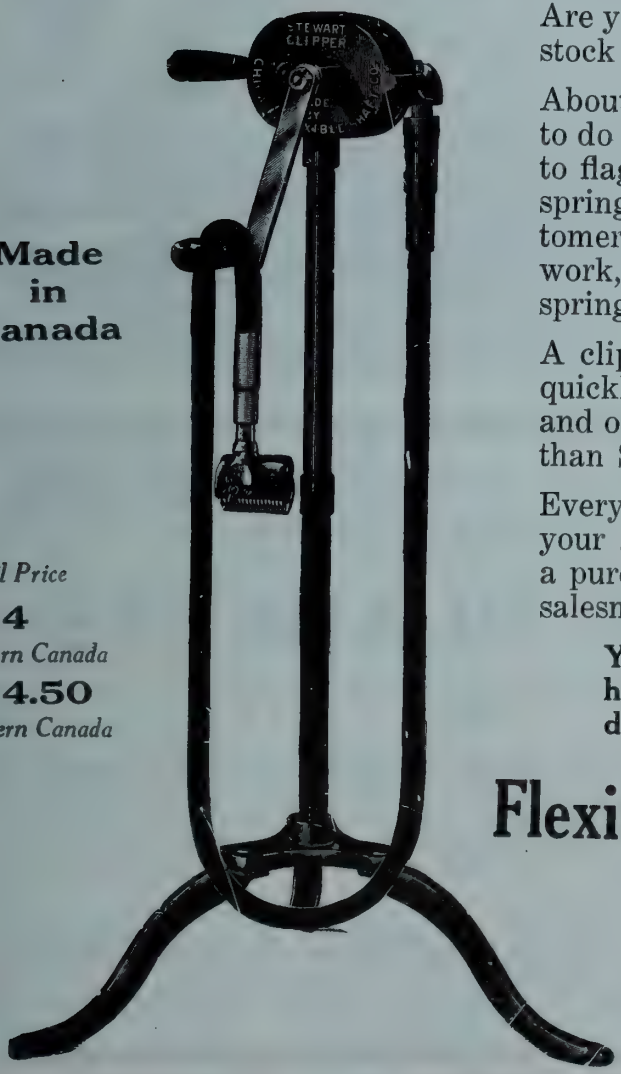
30 Thorold Road ST. CATHARINES, ONT.

If interested tear out this page and place with letters to be answered.

Spring Horse Clipping

There Will Be Big Sales This Year of

Stewart No. 1 Horse Clipping Machines



Made in Canada

Retail Price
$14
Eastern Canada
$14.50
Western Canada

Are you ready? If you have overlooked this, or your stock is low, you should order now.

About the season when you take off your overcoat to do any manual labor, the energy of a horse begins to flag because of his heavy coat. The necessity of spring clipping is well recognized now. Your customers are alert; they know that a horse does more work, is more productive when clipped in the spring.

A clipped horse is a better horse. He dries off quickly and is safe from colds, heaves, pneumonia, and other afflictions that cost horse-owners far more than Stewart Clipping Machines.

Every horse owner that sees a Stewart Machine in your store window will be interested. He will be a purchaser, also, when you put your influence and salesmanship to work.

Your jobber has Stewart Machines. Give him your order now—get your machines on display for the spring clipping season.

Flexible Shaft Company, Limited

349 Carlaw Avenue
Toronto

If interested tear out this page and place with letters to be answered.

ATKINS
STERLING QUALITY SAWS



Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

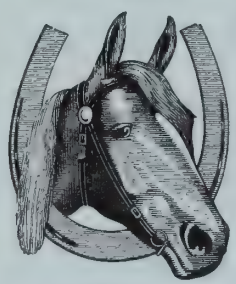
Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ontario **Branch: Vancouver, B.C.**



IMPERIAL BRAND HARNESS

Imperial Brand
HORSE BLANKETS

Our Travellers Are on the Way to You
with

New Patterns in Jute, Duck, and Kersey

The same high quality has been maintained throughout in material and workmanship that has always made these blankets so popular. This year special attention is being paid to the lining.

SAMUEL TREES & COMPANY, LIMITED

Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. E., Toronto **Mill: Whitby, Ont.**

If interested tear out this page and place with letters to be answered.



SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sadirons.

To a woman who has never owned an electric iron it is a specialty—and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact, it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA

Canadian General Electric Co., Limited

Head Office: TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

VISIT THE

"WELLWORTH" *Better Quality* ALUMINUM WARE

EXHIBITION
HAMILTON ARMORIES

FEBRUARY 14TH -- 18TH
Booth No. 5, on North Side

Special display of NEW LINES and NOVEL and interesting DEMONSTRATIONS.

Canadian Representatives:

T. S. Griffith & Co., 1080 Hamilton St., Vancouver, British Columbia
McMillan & Taylor, 28 Front St., Toronto, Eastern Ontario.
W. H. Mohan, North Bay, Northern Ontario.
H. H. Palmer, 400 Outrement St., Montreal, Western Quebec.
B. Reid, Head Office, Hamilton, Western Ontario.

Representatives wanted in—
Quebec City, St. John, Halifax, Winnipeg and Calgary.

WENTWORTH MFG. CO. - HAMILTON, CANADA

Enamelled Ware

The high quality of Davidson's "Premier" Enamelled Ware has secured for it a popularity which extends all over the Dominion.

To have a regular stock of this line is a wise investment because value for value it has no superior in the trade.

Tea-kettles, for instance, are excellent sellers—they have seamless bodies, all joints, spouts and ears for handles being electrically welded. They are then triple coated and baked after each coating. They are also white lined.

Complete absence of air holes prevents rust and leakage. They can also be had with pit bottoms in 4 sizes.

We can also give you these in "Colonial" ware—a slightly cheaper grade.



The Thos Davidson Mfg Co Limited

Head Office : Montreal
Branches : Toronto and Winnipeg
Steel Foundry Division : Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

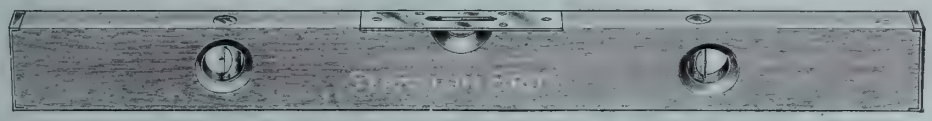
LEVELS

200 Sizes and Kinds---Wood, Iron and Aluminum

They are made for accurate work and they stay accurate



No. 4024.—Brass Bound—Sectional Rosewood.



No. 4724.—Channel End Plates—Solid Mahogany.



No. 4824.—Flat End Plates—Mahogany Finish.



No. 510.—24-inch Iron Level



No. 528.—Engineer's Level.

A well assorted stock of Goodell-Pratt Levels will enable you to meet the demands of all trades. The accuracy and quality of workmanship represented in these tools will assure permanently satisfied customers.

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

If interested tear out this page and place with letters to be answered.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.
Ask Your Jobber.

P X H

IMPERIAL

INGERSOLL

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

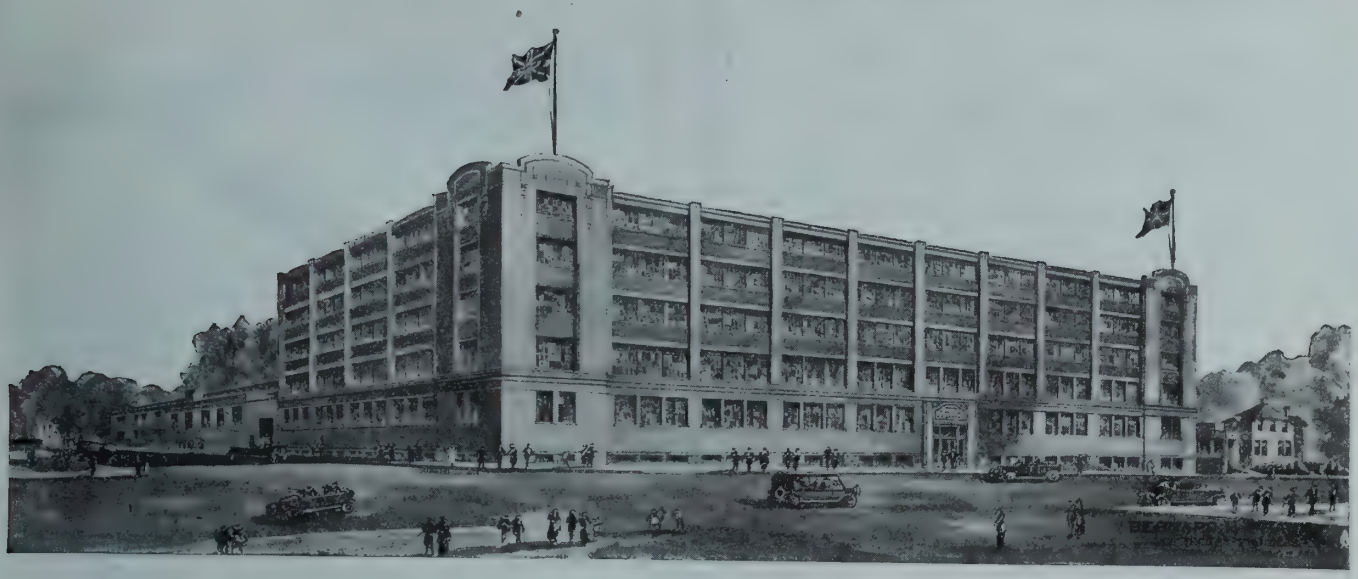
ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



King William, Ferguson Ave. and Rebecca Sts.

MERCHANTS attending the Hardware Convention, Feb. 14 to 18 are very cordially invited to give us a call; we will be pleased to see all hardware dealers, whether customers or not.

You will no doubt be interested in looking through our new warehouses.

Wood, Alexander & James

Wholesale Hardware Merchants

Hamilton

Toronto Office
45 Jarvis Street, cor. King Street

Wood, Vallance & Leggat, Limited
Vancouver, B.C.

Wood, Vallance Limited
Winnipeg, Man.

Wood, Vallance Hardware Co., Limited
Nelson, B.C.

Wood, Vallance Limited
Regina, Sask.

Wood, Vallance & Adams, Limited
Calgary, Alta.

If interested tear out this page and place with letters to be answered.

"Hercules" Sash Cord

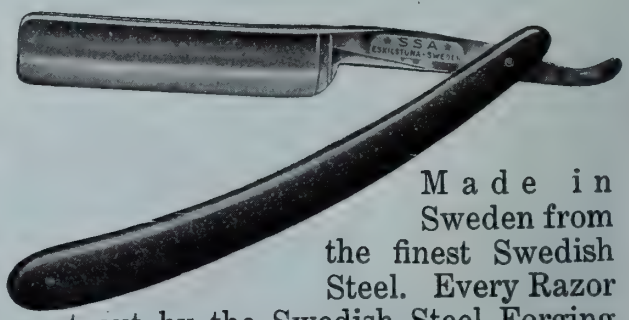
The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS

Illustration No. 1030
Round or Square Points



"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works SHEFFIELD

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

If interested tear out this page and place with letters to be answered.



For Your Window

BISSELL'S "BLUEBIRD" DISPLAY

A cheery, gladsome cardboard "cut-out" which will brighten any window and awaken the desire for home renovating and refurnishing. It's a three-panel wing-shaped background, and a top-piece with a little girl figure swinging from it. It stands about 41 inches high and 42 inches wide as set up. Lithographed in eight colors.

Furnished With Sweeper Orders

NEW PRICE LIST *of* BISSELL SWEEPERS

Effective January 1, 1921, and Until Superseded

Carpet Sweepers.	Niagara Falls Prices per Doz.	RETAIL East. Prov. and Winnipeg	RETAIL *West. Provinces
"American Queen"	$60.00	$ 7.50	$ 7.75
"Champion," Jap.	45.00	....	....
"Gold Medal	57.00	7.25	7.50
"Grand Rapids," Nic.	55.00	7.00	7.25
"Grand Rapids," Jap.	50.00	6.25	6.50
"Grand," Nic.	74.00	9.25	9.50
"Grand," Jap.	68.00	8.50	8.75
"Parlor Queen"	62.00	7.75	8.00
"Princess"	57.00	7.25	7.50
"Prize"	57.00	7.25	7.50
"Standard," Jap.	46.00	....	....
"Universal," Nic.	53.00	6.75	7.00
"Universal," Jap.	48.00	6.00	6 25
Vacuum Sweepers.			
"Superba," V. S.	120.00	15.00	15.50
"Grand Rapids," V. S.	106.00	13.25	13.75
"Household," V. S.	94.00	11.75	12.25

*On account of the freight the established retail prices on carpet sweepers are 25 cents higher than above and on our vacuum line 50 cents higher in the following Western provinces: Man. (excepting the City of Winnipeg), Sask., Alta., B.C.

"It affords us a great deal of pleasure to inform you of a reduction in our prices taking effect to-day as per prices quoted herewith. With the reduction made in our list prices to the trade the retail prices to the consumer can be reduced, and which should greatly increase the sale of our goods."

* * * *

"To stabilize our line and to enable our customers to order in sufficient quantities to meet reasonable demands for the first six months of this year, **we want to emphasize that there will be no change in our prices before July 1st."**

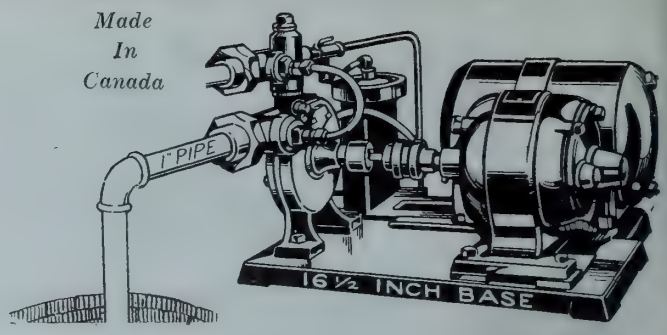
From our New Year's letter to the trade

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED
NIAGARA FALLS, ONT. (Factory)
GRAND RAPIDS, MICHIGAN
Oldest and Largest Sweeper Makers

If interested tear out this page and place with letters to be answered.

A Big Field of Prospects for the *Westco* Tankless Water System

Made In Canada



In rural and suburban districts and on farms, the need of running water is urgent. The convenience and reliability of the Westco Tankless Water System appeals strongly to those people having electricity available.

Farmers everywhere are demanding a reliable, compact water system such as the Westco. In addition to this huge field of farmer prospects there are the suburban and outlying districts of cities and towns where the hand pump and well are still being used.

These Westco features make strong talking and selling points:

(a) Requires no storage tank. Water is pumped direct from source of supply to taps.
(b) Entirely automatic; open tap, pump starts at once; close tap, pump stops.
(c) Inexpensive to buy, install and run.
(d) Is vibrationless and silent in operation.
(e) Has no gear, no belt, no valve.
(f) Has only one moving part, and is self-lubricating.

But Above All—Thoroughly Reliable.

Handsome Profits for Westco Agents

Our dealers and agents are making splendid profits. There are still a few really good territories left open. Write us at once for our selling arrangement and other particulars.

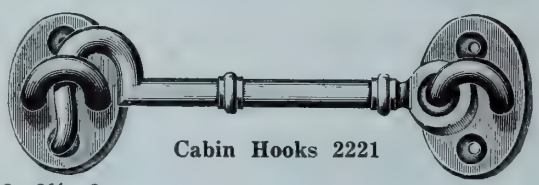
Good commissions for you.

Westco Pumps Limited,
707 Yonge Street, Toronto, Ont.

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)

BUILDERS & GENERAL BRASSFOUNDRIES



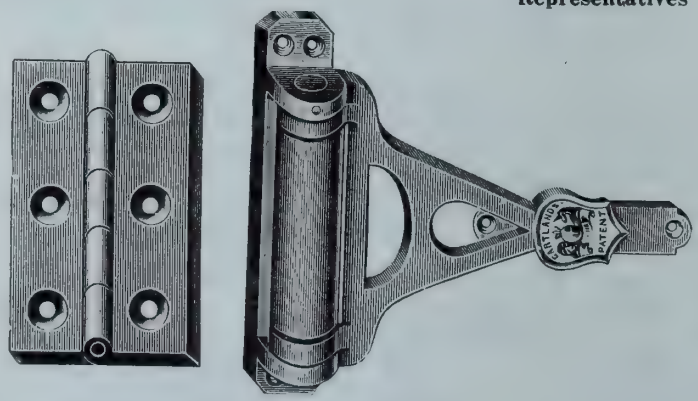
Cabin Hooks 2221

2, 2½, 3

Canadian Representatives

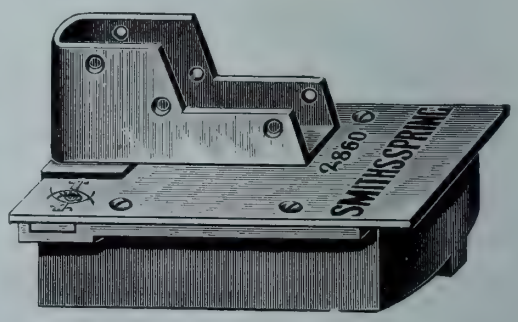
G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



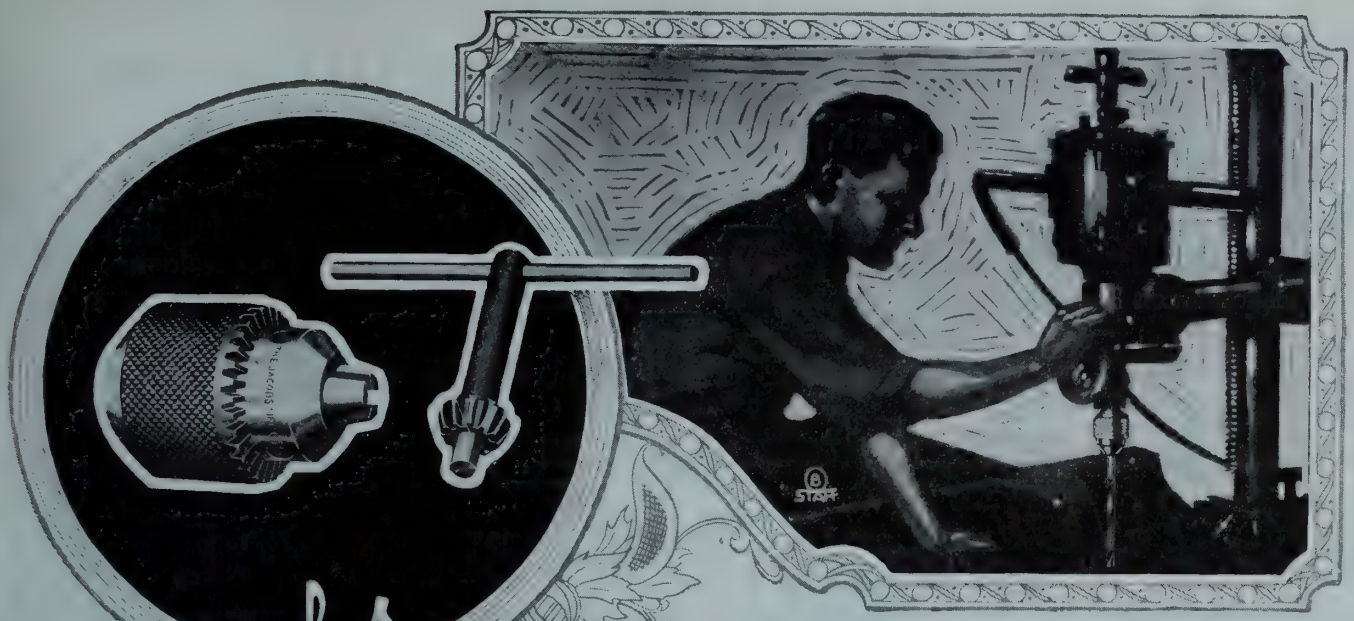
5150. Machine Made Hinges.
Made in all Standard Sizes

5355. Helical Door Springs
Made Adjustable and also Non-adjusting.



2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.



Jacobs Quality Chucks

A Jacobs Chuck is a little thing seemingly, yet its use immediately puts a machine in better drilling condition. Why? Because the quality of the chuck and the precision of its operation improve even the most delicately and accurately made drills and lathes.

Have you tried Jacobs Chucks on your machines?

The Jacobs Manufacturing Co.
Hartford, Conn., U.S.A.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

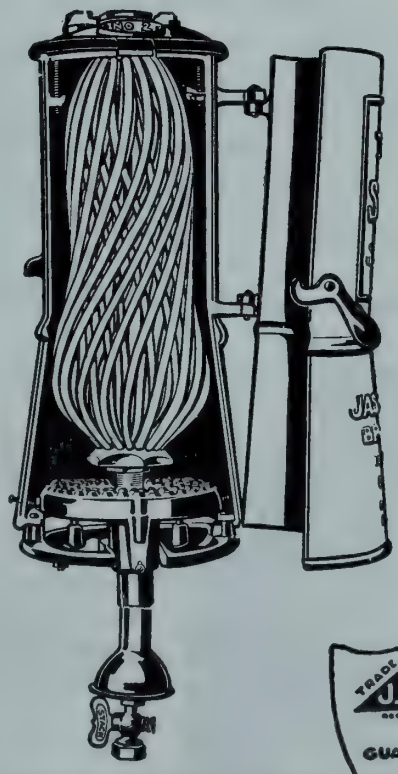
True Economy
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with a smaller consumption of gas—that's true economy.

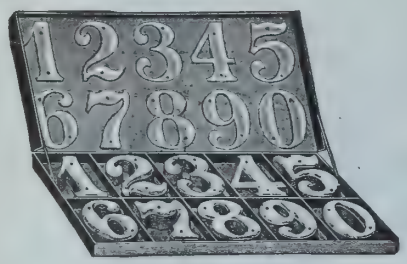


Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS

Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

Thos. ELLIN & CO., Ltd.

Sylvester Works, SHEFFIELD, ENG.

Makers of the Genuine

VULCAN

Stainproof

(REGD.)



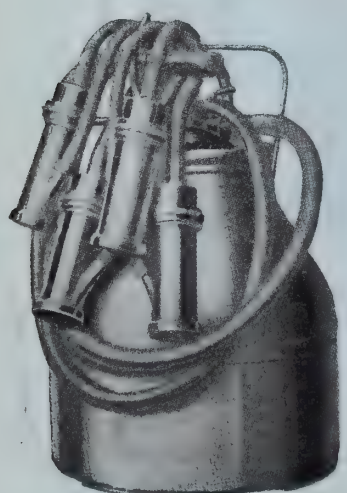
TABLE CUTLERY

of Proved and Reliable Quality.

Sole Agent for Canada

MR. G. L. COHOON

11 St. Sacrament St., MONTREAL



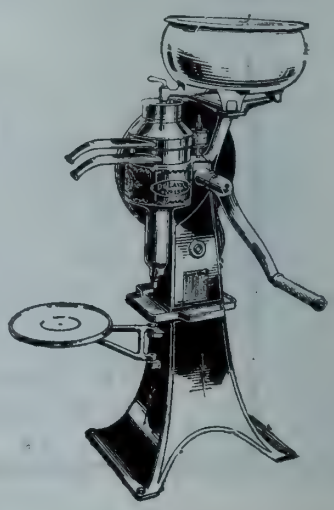
De Laval Milker

THE DE LAVAL BOOTH

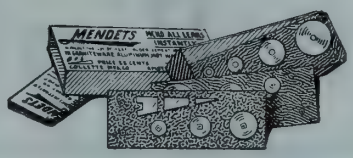
at the Hardware Convention will be No. 29. Please call there, look over the De Laval Line, learn about our advertising, and see what we have in un-occupied territory. Getting acquainted will at least do no harm.

Peterborough

Montreal Winnipeg Edmonton Vancouver



De Laval Separator



MENDETS
A PATENT PATCH

Selling that Saves

In selling Mendets to housewives you are selling a service that saves the housewife many dollars on her kitchen utensils in a year. Mendets mend all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets. They give absolute satisfaction to the consumer and present a profitable investment for the dealer.

Order our attractive counter display from your jobber to-day.

On with a Twist



Sell with a Bang

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them

Steady Profits on Files

Profits that come in regularly are what your business needs.

You get these when you handle these standard brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

The demand is steady and unfailing, the quality recognized, the profits large and steady.

Our large reserves enable you to restock quickly.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

Big Business in Burlap

No. 2 of a Series

BURLAP as a wall covering is adaptable for Dining Rooms, Kitchens and Halls as well as for Billiard and Pool Rooms, Offices and Stores—is always in demand, especially in a good building year as 1921 promises to be.

It makes a sanitary and very attractive decoration which may be tinted as desired with paint—and subsequently can always be kept clean by passing a damp cloth over surface like wallpaper; it is easily applied with paste, and being of good, substantial bulk it effectively keeps out cold and draughts.

Get Your Orders in Early

BURLAP is made in our own factory, of imported jute canvas, in three colors—White, Drab and Green. All three shades form a suitable ground for finishing coat.

This year there is going to be good business in BURLAP—there will also be handsome profits for the dealer who carries a full line, for prices are now lower than they have been for several years.

For Sale through the Wholesale Jobbing Trade

Manufactured DOMINION OILCLOTH & LINOLEUM CO. LIMITED MONTREAL *in Canada*

Dominion Oilcloth & Linoleum Company

Limited MONTREAL

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, FEBRUARY 5, 1921 No. 6

CONTENTS

Government Applies the Soft Pedal 35
Outlook in Tire Industry Is Good 36
For the February Advertising 37
Showing Large Stock in Small Store 38
Editorial Comment 40
Program For O.R.H.A. Convention 41
News of Western Canada 42
Selling British Goods in Canada 43
Events in the Trade 44
London Motor Show 46
Twenty Years Ago—Montreal Motor Show 47
New Hardware Goods 50
Weekly Hardware Markets 51-57
Selling Paint to the Farmers 58
Paint Brush Makers Are Busy 60
New Box Price List on Window Glass 62
Weekly Paint Markets 64-66

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H. V. TYRRELL, General Manager.

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

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UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

For those who want a sheet of excellent quality at a reasonable price

"FLEUR DE LIS"

GALVANIZED IRON

answers the purpose exactly.

ITS REPUTATION IS WORLDWIDE.

John Lysaght, Ltd.
Manufacturers
BRISTOL, ENGLAND

A. C. Leslie & Co. Ltd.
Canadian Agents
MONTREAL

COPPER

in all forms

BARS—INGOTS—RODS—SHEETS
TUBES—ROLLS.

Headquarters for all Ingot and Sheet METALS.

A. C. LESLIE & CO.

LIMITED
560 St. Paul St. W., Montreal

DENNISTEEL

Made in Canada

Lockers Cabinets



Steel Stationery or Material Cabinet

Lockers provide the necessary privacy and safety for the personal belongings of your employees.

Material Cabinets are space-saving, dust-proof, and are specially suited for the keeping of stationery, records, etc.

ALL DENNISTEEL PRODUCTS DEFY FIRE

We also make

Steel House Safes, Steel Shelving, Steel Bins, Steel Lavatory Compartments, Steel Chairs, Stools, etc. Ornamental Iron and Bronze.
Commercial Wirework of all kinds. General Builders' Ironwork

WRITE FOR FOLDERS

Halifax
Montreal
Ottawa
Toronto

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Hamilton
Winnipeg
Calgary
Vancouver

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, FEBRUARY 5, 1921 No. 6

Government Applies the Soft Pedal

In Face of the Imminence of a Test Case Government Officials Now Inclined to Class Tinsmiths as Contractors, the Latter Categorized as Retailers—Have Turned Back Some Applications for Manufacturers' Licenses—What of Passenger Automobiles Converted Into Trucks?

THOUGH the test case to be instituted by the retail merchants to establish the liability for taxation of the merchant operating a tinshop has not yet been heard, there is evident a more sympathetic attitude on the part of Government officials toward the retailers in this and other points of contention.

Until now the stand has been taken by representatives of the Inland Revenue Department that hardware merchants operating tinshops, and tinsmiths themselves, are for the purposes of taxation classed as manufacturers if they make anything from a tin cup to an eavetrough. The point was protested by hardware merchants and the trade press but the Government stood fast. Deputy Minister of Inland Revenue Taylor was quoted as having stated to the Retail Merchants' Association that no prosecutions would be made of merchants operating tinshops who failed to take out manufacturers' licenses and collect sales tax, pending the outcome of the test case; but nevertheless the ruling given distinctly provided that such merchants were manufacturers and liable as such. And though some merchants may have decided to take a chance awaiting the results of the test case, no doubt the majority hastened to take out manufacturers' licenses.

Definitely Classified as Manufacturers

It was just recently that a ruling was forthcoming that blacksmiths were to be regarded as retailers for the purpose of taxation, but the tinsmith was again distinctly classified as a manufacturer. As a matter of fact, following is the official advice from Ottawa dealing with this matter:—

"Memo 36B to Collectors of Inland Revenue, dated January 19th, 1921:—

"Sir:—You are informed that bona fide blacksmiths are classed as retailers and as such they will not be required to obtain sales tax license nor will they be held responsible for the collection of sales tax.

"Tinsmiths are held to be manufacturers. They must, therefore, operate under a sales tax license and collect sales tax upon sales of their finished product."

The Soft Pedal

But now comes the soft pedal.

Putting the matter squarely up to the Government officials, as to the difference between a blacksmith and a tinsmith, and as to why either should ever have been classed as manufacturers, it was stated to Hardware and Metal by two of the head officials of the Toronto branch of the Inland Revenue Department that the question of liability of tinsmiths as manufacturers was to be largely determined by the extent of the manufacturing done. Meanwhile a new category is being found for tinsmiths under the heading of "contractors," which it happens, are classed as retailers.

Deal Direct With Consumer

"Tinsmiths as a rule who merely make a few stove or furnace pipes, eavestrough, etc., are really dealing direct with the consumer and make the majority of these lines for jobs which have been contracted for," was the admission of one of these officials who agreed that under the circumstances such tinsmiths should be eliminated from the category of manufacturers.

It was further stated to Hardware and Metal that some recent applications for manufacturers' licenses on the part of this trade had been turned back on this basis.

Confirmation of this stand was secured when a letter to Hardware and Metal from a hardware merchant in Fort William, Ont., asking if the operation of a tinshop in which stove pipes are made, repair work conducted, and occasional pans and cans are manufactured to order, would make him liable as a manufacturer and liable to collect sales tax on such articles. It was advised by the Toronto official that this merchant would not be classed as a manufacturer if the percentage of manufacturing to retail business was not too great, thus indicating that he was only manufacturing aritcles for his own use on jobs contracted for. No definite percentages are laid down but this is left for decision by the nearest collector of Inland Revenue.

This action of the Government in altering the policy so as to interpret the spirit rather than the

Continued on Page 36

Says Outlook in Tire Industry is Good

Indications of Rapid Recovery—Removal of Luxury Tax Has Helped Business

"THE position in the tire industry may be briefly summed up as follows: The high peak was reached in March, 1920, but from that time through the summer trade became dull," said an official of a tire company discussing the outlook.

"This was due to two or three causes. In the first place the tightening of credits put a crimp into the selling of automobiles and consequently affected the tire industry. In the second place, as it seemed by common consent, people held off from purchasing in the hope of a reduction in prices, and in the third place, a spirit of conservation was abroad and people have been looking after their tires and economizing by not carrying spare tires as has rarely, if ever, been the case in the history of the industry.

"The consequences of all this were obvious and tire sales went down and down.

"This is not true now, however, of the industry's condition, for from the middle of November the tide has undoubtedly turned and the increase in sales for the month of December is over that of November and there is every reason to feel with the help that the removal of the luxury tax has given that a remarkable recovery in the tire trade will have taken place by spring.

"In fact it is possible to be even more optimistic than that. It is possible owing to cotton field conditions that there may be a considerable restriction in the output of cotton. It is reasonable also to feel that a large number of persons will hold off buying tires until the spring. The consequences of these two things will be that dealers and manufacturers who have been buying from hand to mouth will likely find themselves in the spring unable to meet the demand."

It is well to remember that the number of automobiles in Canada increases at the rate of about 25 per cent. per annum, to say nothing of the steady increase in the development and sale of the motor truck and the possibilities that are opening up in the Dominion for the motor bus.

In face of all this the rubber industry can look to 1921 with the greatest optimism.

The conditions of labor in the tire industry have been generally very good. There has been a large amount of welfare work done and factory conditions have been healthy and pleasant. It is true to say that the average wage in the tire business is at least as high, often times much higher, than the average wage in any other industry. The average wage at one of the principal tire factories for a considerable period was over $31.00 per week.

Every one knows that prices have been reduced very slightly during the past few weeks. There never was any need to reduce prices for tires because, as has been pointed out frequently, the percentage of increase in the prices of tires during the last six years has been very nearly negligible so that it is unreasonable to expect a very great change in the matter of prices. There may be an upward tendency. The possibilities in the export field are very large, especially so in the east, although owing to conditions in Europe trade may be held up for a time for this field.

To sum up, while we do not suggest any extravagance of view for the industry, we feel that a sane position is the position that says "all is well."

METAL FROM SALVAGED BATTLESHIPS IN CANADA

St. Catharines.—At Ald. John E. Riffer's brass foundry is a big pile of wheels, pieces of pipe, etc., which looks very much like junk.

"That is salvage from British and German battleships," said Ald. Riffer. "That is bronze of the highest quality. Many battleships have been scrapped since the war, and a lot of the brass and bronze has been bought in Canada. Our firm purchased 15 tons. That piece you are looking at may have come from one of the ships in the great sea fight. If the truth were known it's all historic. But we're going to melt it up in the regular line of business."

GOVERNMENT APPLYING THE SOFT PEDAL

Continued from page 35

hardware merchants even though the move is belated. As far as refund is concerned, Mr. Taylor, Deputy Minister of Inland Revenue, has been quoted as stating that refund of the license fee and of the tax collected would be made if the point was not upheld.

Autos for Commercial Use

Dealing with applications for refund of excise tax paid upon autos in consequence of their having been converted into commercial vehicles a Governmental communication has the following to say: "It will be necessary that the usual documents in support of the claim be supplemented by a sworn declaration from the purchaser of the converted vehicle stating that said car will not be re-converted for passenger use and that the commercial body will not be removed from the chassis. Application for refund must be submitted on form C-15 supported by documentary proofs.

Unused Stamps

As some merchants have not yet made application for refund of money on luxury stamps, perforated but unused, a communication under date of January 10th from the Inland Revenue Department states, "unused perforated stamps may be sent for refund accompanied by form C-15. An explanation as to the reasons for perforating the stamps before being attached to sales slips should be given in each case."

Prize Winners in Christmas Window Contest

Practically every part of Canada was represented by hardware merchants who entered this year in the Hardware and Metal Christmas Window Contest. A great many pictures of splendid window displays of Christmas goods have been entered, and judging is now proceeding. **Names of the prize-winners and pictures of the first prize winning windows in each group will be published in next week's issue of Hardware & Metal (February 12).** Watch for the results. If you had an entry in this year's contest your name may be among the winners. In any case you will be interested in noting the arrangement of the windows which won first place among all those entered and to see who the lucky window dressers are.

For the February Advertising

The first issue of Hardware and Metal each month will carry suggestions for the local advertising of retail hardware merchants for that month. Illustrations and descriptive matter will show how other merchants are developing seasonable trade. These will deal only with those lines which are particularly seasonable and will supplement the advertising suggestions shown from time to time elsewhere in the respective issues.



THREE advertisements departing slightly from the usual subject of advertisements by hardware merchants, are shown herewith.

An ad by **Ingram & Davey, Ltd., St. Thomas, Ont.,** dealing with **safety razors** makes a point of the fact that the average man by shaving himself at home can save seventy dollars in a year. This is figured out at the rate of a shave a day costing $1.50 per week or $78.00 per year. As a comparison the cost of a good razor is placed at $5.00, shaving brush $2.00 and soap $1.00 making a total for the year's shave as $8.00 or a total saving of $70.00 per year. It could be pointed out that the saving in subsequent years, when the initial cost of purchasing the razor has been borne, would be even greater. The ad then continues to describe the various lines of safety and straight razors, strops, brushes and soap. The ad is well illustrated and its appeal is well made.

* * *

This is the season of the year when **kitchenware** comes in for the most use. When the warm weather comes the housewife prefers to have salads, cold meats, fresh fruits, etc., in place of the pies, cakes, roasts, etc., required in the cold weather. There is yet much time to point out to housewives the value of replacing their used kitchen utensils. The ad by **Consumers' Hardware & Supply Co., Lethbridge, Alta.,** deals with this point and under the heading "Good Tools for the Housewife" it states: "It's as necessary to have the right kind of utensils for doing housework as it is for the cabinet maker to have a good carpentering outfit. We have an excellent lot of fine aluminum, enamel and tinware utensils—all of these handy articles that lighten the burden and make cooking so much easier. The kinds we sell are well made of durable, highly finished metal and they're well put together. Replenish your kitchen outfit now from this assortment."

* * *

This point is further enlarged upon in the ad by **Fred W. Karn, Woodstock, Ont.,** who follows the plan of linking up his window displays with the ads. Now that this firm is paying special attention to utensils the two windows carry displays in **graniteware, tinware** and other lines. The ad shown herewith illustrates a fairly wide range of such utensils, each carrying a brief description and a range of prices shown for each. An invitation is extended for readers to inspect the stock of aluminware in the store.

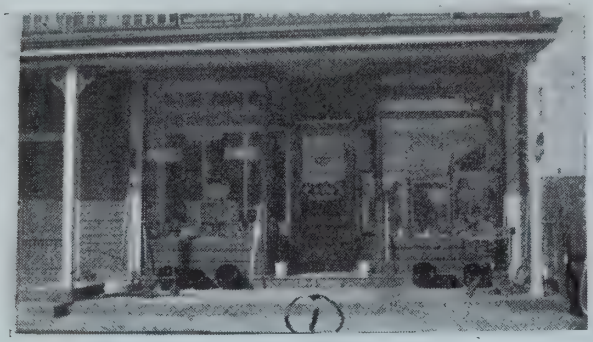
* * *

And ad. dealing with tools, by McAvity's, St. John, N.B., is entitled: "Every man should have a set of tools." Along with an illustration of a complete tool set, the ad states: "And every tool should be a good one, for good tools help a lot toward doing the right kind of a job, whether it is the carpenter or cabinet maker on a regular job or the handy man repairing or adding some convenience to the home. Better results and more satisfaction are assured if you buy your tools here."

Showing Large Stock in a Small Store

Some Novel Display Suggestions Used by Watson Smith & Son, Shubenacadie, N.S., to Display General Hardware Stock in Limited Premises—Twenty-five Years of Careful Merchandising Has Won This Store a High Place in Public Esteem.

HOW to arrange an effective display of general hardware stock in a store measuring 25 feet by 60 feet was the problem which faced the hardware firm of Watson, Smith & Son, of Shubenacadie, Nova Scotia, and it has been very effectively dealt with as



shown in the views herewith. The proprietors of this store have always kept before them the fundamentals of modern merchandising and by following these throughout have been successful in building up an extensive business, and the kind of business that insures the future of such a store. Briefly, the good-will of the community has been sought and business has been put on a more personal basis than is usually the case. This does not mean actual "friendship," for the place of friendship in business has often been questioned, but it means courtesy to customers and an interest on the part of the store salesmen in the individual problems facing the customer particularly those problems which have made necessary the visit to the store.

Personal service through taking an interest in the requirements of the customers and by seeing that their wants are supplied satisfactorily has given this store a sort of personality which is one of the achievements most to be desired by any retail hardware store.



Many Unique Features

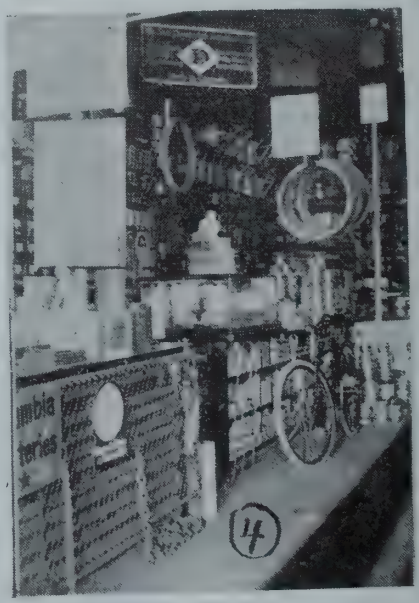
Of course the natural development of this business following the adoption of such a policy has made necessary the carrying of a well assorted stock of general hardware and with such diminutive quarters available, the problem of store arrangement immediately became a serious one. As indicated in the pictures shown herewith the problem has been solved by the adoption of a number of unique methods which will be of interest not only to other merchants whose display facilities are limited, but also to those merchants favored with larger premises who appreciate the value of securing maximum display in a minimum space.



These photos show the various lines carried and suggest a big part of the explanation of how this firm has built up a big business in a small town. There is no waste space in this store and a good range of saleable goods is shown.

Window Display Limitations Don't Count

Picture No. 1 shows the store front indicating window displays of flashlights and ammunition. These are two fast selling lines in the store's trade, and are frequently shown in the windows. These displays on close examination, reveal the fact that even in the face of the evident limitations of display facilities as compared with some of the modern hardware stores illustrated in recent issues of Hardware and Metal, there is an attractiveness and a "punch" to the displays, a feature generally lacking in the displays by stores of this type. It is evident that good use is made of all advertising literature supplied. A few samples of seasonable articles are arranged.



in front of the store, including washers, carts, tools, etc. These supplement the limited display of the windows.

Part of the paint display is shown in picture No. 2. It will be noted that shelves along the front of the counter supplement those along the wall in the showing of paints. Brushes are shown in conjunction with the paint



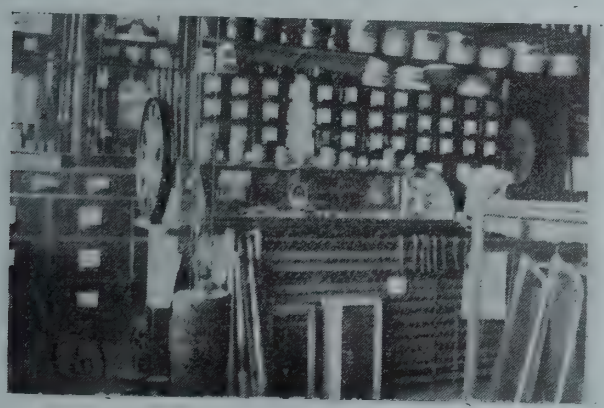
display, these being arranged in the glass case on the counter. Color suggestions are suspended from the ceiling in this section.

A modern show case contains a display of carpenters' tools, as shown in picture No. 3. Here, too, advertising literature supplied by manufacturers is used both in and on the top of the case.

Handling Rope and Chain

In order to conserve space in the store the stock of rope and chain is kept in the cellar and sample is shown from an end brought through the floor. Picture No. 4 shows chain and rope handled in this manner. A four foot section of each piece is in view and when sales are made the rope is pulled up and cut off. When a chain is sold it is brought up from the cellar. This picture also illustrates how bicycle tires are displayed by being suspended from the ceiling.

Tree saws are shown in picture No. 5 in a prominent location right at the front of the store. Other lumber-



men's supplies are also shown and a display of motor oils is shown on a special rack facing the customer entering the store.

Enamelware, cutlery, screens, etc., are shown to advantage in picture No. 6. A special display rack showing guns behind a glass window is also indicated. Cards illustrating various lines are shown on the front of the small drawers above the counter and on the larger drawers below the counter containing stock of lines displayed.

Selling Auto Accessories

A very fair volume of trade in automobile accessories has also been established by this store due largely to the efforts made to encourage this trade by store displays,



advertising, etc. Picture No. 7 shows a display case devoted to an arrangement of automobile accessories including spark plugs, tires, batteries, horns, repair outfits, etc. A number of cameras are also shown in this case.

Picture No. 8 shows another view of the auto accessory display case and the place it occupies in the general layout. It will be noted that up-to-date display cases extend the depth of the store on this side, and it is evident the best use has been made of every foot of space whether on the floor or along the walls. This picture gives a fair idea of the dimensions of the store interior.

Marking the 25th Anniversary

The advertising and other forms of publicity done by this firm indicate the same policy of giving close attention to details and getting the utmost value. Not long ago this store celebrated its twenty-fifth anniversary. The occasion was marked by the sending out of a message to all who had contributed to the success of the business. This is somewhat of a novel plan and may convey a useful suggestion to those merchants who have been in business sufficiently long to carry it out. It is one of the means of establishing in the appreciation of the local community the fact that the store stands for something else besides the mere exchange of merchandise for money.

It is rather an unique idea for a retail store manage-



ment to send out such a message of gratitude on the completion of such a period of business. The suggestion is a good one, as it serves to consolidate the strong position which such a store must have achieved before it would be justified in sending out such a message. The novelty of the plan serves to create interest therein and it undoubtedly brings much appreciation from customers.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, FEBRUARY 5, 1921

IT IS an interesting sign of the times to note that linseed oil is again selling around the dollar mark.

* * *

THE Prairie Provinces and Nova Scotia have become bone dry by legislation just enacted. Prohibition has been good for business as a whole and much of the money formerly spent on liquor importations will no doubt be spent to much better advantage in future.

* * *

THE need for more aggressive selling in view of the fact that present market conditions favor the buyer, were emphasized at the convention of The Steel Co. of Canada. This is a good policy for hardware merchants to keep in mind.

* * *

THE addition of nails to the United States emergency tariff bill will, if adopted, be reflected to some extent in Canadian trade. Canada's exports of nails to the United States during last November were valued at $994,436. This export business in Canadian nails is largely the result of the big export demand in Europe for the United States product and the inability of United States mills to cope with both foreign and domestic trade would seem to be little reason for further protection of their nail industry.

Merchants Score Again

ALMOST on the eve of the hearing of a test case to establish the liability for taxation of tinsmiths and merchants operating a tinsmithing department in connection with hardware and other trades, the Government assumes an attitude of less severity in the enforcement of some of the regulations. Heretofore tinsmiths have been classed as manufacturers, required to take out a license as such and compelled to collect sales tax. True the retail merchants did by concerted action secure a temporary stay in the enforcement of the regulations, pending the result of the test case, but the strict letter and not the spirit of the regulation has been the interpretation of local collectors of Inland Revenue. Under date of January 10, an official communication from Ottawa to all collectors advised that though blacksmiths could be categorized as retailers, such was not the case with the tinsmiths. Since that time, however, the Government has adopted a more sympathetic attitude and the present inclination is to class tinsmiths as contractors, the latter being considered in the same category as retailers.

This is the logical class for tinsmiths in view of the fact that the largest percentage of their manufacturing is of stove-pipes, eavestrough, etc., for use on work contracted for and not for re-sale. The tinsmith has to pay 2 per cent. on materials purchased from the manufacturer and it is therefore unreasonable that a further sales tax as a manufacturer should be imposed on the tinsmith.

It has taken the Government a long time to realize this; probably the imminence of a thorough test case helped along the decision to go easy on this regulation.

The change of heart is but another indication of the uncertain tax policy at present being followed and is also an indication of what can be achieved by concerted action among merchants, largely through the medium of the trade press.

Making Salesmen Now

THERE are certain business houses where the visitor knows what to expect now. Go in and make a call. Sit down and talk for a few minutes. You will come out with an ear full of gloom. You will hear that the firm is not making money; that they are not selling as much as they did last year; that the future is uncertain.

After one gets well sprayed with that kind of speech it is easy to pass a little of it along.

Thank goodness there are other places. This week we found one that was out for a record year. Yes—not an inch less—out for a record year.

Their motto may be rather straight and unadorned, but it means this—the way to get business is to get it.

"We are going after business now in a way that some of our new salesmen never heard of before. There has not been much selling done since 1915—large a case of taking orders. It' s bad for the whole force. Salesmen are developed when business is not brisk, when the traveler has to think, has to study the business of his client, has to find out if he has anything to sell him that he should have. We believe there will be more salesmen developed in Canada during the year 1921 than there have in the previous five years."

The Market Not Crowded

IN a signed statement by T. A. Russell, president of the Willys-Overland Co., the much-repeated talk of overstocked automobile dealers is plainly denied. The remark has often been made that as soon as prices were cut some months ago dealers rushed in and bought very large stocks for the 1921 trade and therefore put an end to the buying movement as far as they were concerned for some time to come. Mr. Russell's statement follows:

"Motor dealers in Canada can look forward to 1921 with confidence. The statistics which were prepared by the manufacturers and dealers for submission to the Government in connection with the question of luxury taxes, brought out the surprising fact that the total number of cars in the hands of dealers, throughout the whole of Canada, did not exceed the normal production of the Canadian factories for one month. In other words, one month of normal sales would dispose of a greater number of cars than were in stock in the hands of dealers in Canada on January 1, 1921."

Dealing with general conditions, all of which will have a very direct bearing on the sale of cars and other business, Mr. Russell goes on to say: "A large part of Canada's grain crop has not been moved. Canadian banks and institutions have stood the strain of reconstruction without an important casualty. Liquidation, which has been so general, has been accomplished without shaking our commercial credit. Are these conditions not a sound basis for a healthy and profitable business in 1921?"

Convention Program of Ontario Retail Hardware Association

SIXTEENTH ANNUAL CONVENTION FEBRUARY 14-15-16-17-18 HAMILTON, ONT.

MONDAY, FEBRUARY 14TH

At Royal Connaught Hotel

2.30 p.m.—Meeting of Executive.

4.00 p.m.—Registration and enrollment of members.

7.30 p.m.—Reception and Smoker. For Members, Exhibitors, Travellers and Visitors.
Moving Picture. Industrial.

Note—All further Sessions will be held in Lecture Hall at Armouries. Members are specially requested to be prompt in attendance at opening of sessions, in order to carry program through on schedule time.

TUESDAY, FEBRUARY 15TH

In Lecture Hall—Armouries Building, James St., N.

9.00 a.m.—Opening of Business Sessions.

9.30 a.m.—Greetings from Mayor, and from Representatives of Manufacturing and Wholesale Trade.

10.00 a.m.—President's Address—Mr. Ed. Wanless.
Secretary's Report—Mr. W. F. Macpherson
Treasurer's Report—John Caslor.
Auditors' Report—Messrs. Matthewson and Peacock.

Receiving and Disposal of Reports of Officers. Appointment of Resolution and Convention Committees.

11.00 a.m.—Visit New Warehouse of Wood, Alexander & James, who extend to all an invitation to inspect their New Warehouse.

Tuesday Afternoon.

1.30 to 6.00 p.m.

Visit Exhibits in Armouries.

For practical education in the lines of goods you sell, a close examination of the various excellent Exhibits, is easily one of the best features of the Convention. There you will meet the Travellers you know, Salesmanagers with whom a personal acquaintance is a decided advantage, General Managers and Company Presidents, all of them ready to discuss business affairs and brim full of practical pointers in sales promoting.

SPEND LOTS OF TIME WITH THE EXHIBITORS.

Tuesday Evening.

7.30 p.m.—Presentation of report of Executive Committee on Permanent Secretaryship.
A conception of the duties and scope of an Asso-tion Secretary.—President Wanless.
What the Secretary owes to the members and what the members owe to the Secretary.—Secretary Macpherson.

8.00 p.m.—Notice of motion from 1920 Convention.
Discussion and disposal of report of Executive Committee.

8.15 p.m.—Nomination of Officers.

8.20 p.m.—A Game of Cards Every card headed, "What I want to know about the Hardware business." All questions to be answered first by the members, then by the President or Secretary.

9.15 p.m.—A film story of Plymouth Rope and Binder Twine. Produced by the Plymouth Cordage Company, North Plymouth, Mass., who have kindly consented to come and put on for our Association. and which will surely be appreciated by the members. Shown in nine parts:—
1—Growth and cultivation of Manila Fibre.
2—Production of Sisal Fibre.
3—Factory Panorama—arrival of hemp steamer, docking and unloading scenes.
4—Opening the fibre—its preparation and spinning. Tarring and putting up Lathyarn.
5—How Binder Twine is made. Spinning, testing for length and strength, balling, sacking, warehouse facilities for shipping. Harvest scenes.
6—Machine-made Rope.
7—General Factory scenes. Binding off coils, shipping, etc. End of the day.
8—Old-time method of hand spinning by a rope maker 90 years young.
9—Modern Rope-walk practice.

WEDNESDAY, FEBRUARY 16th.

Lecture Hall, The Armouries.

9.00 a.m.—Reports of Convention Committees.

9.30 a.m.—Business prespects for 1921.
"The Iron and Steel Market"—Robert Hobson, President the Steel Company of Canada.
"Manufactured Products"—John M. Taylor, President Taylor-Forbes Company; B. J. McCormick, General Sales Manager Canada Foundries & Forgings; Col. A. M. Hatch, Canada Steel Goods Co.
"Paint and Oil Trade"—W. J. Lotie, Toronto Manager Dominion Linseed Oil Co.; John Irwin, of McArthur-Irwin Co., of Montreal, representing the "Save the Surface" Campaign Committee.
"The Wholesale Trade"—Colonel Robert Starke, President Canadian Wholesale Hardware Assn.; S. H. Alexander, Wood, Alexander & James, Hamilton, Ont.
"The Retail Trade"—Nelson Mills, Vice-President O.R.H.A.; G. E. May, Toronto; F. B. Smith, Belleville, G. A. Binns, Newmarket; A. J. Wright, Hamilton.

11.30 a.m.—Mutual Fire Insurance as carried by Retail Associations—Mr. Norman S. Jones, Manager for Canada Northwest Mutual.

Wednesday Afternoon.

1.30 p.m. to 6 p.m.—Visit Exhibition in Armouries. Music by Orchestra.

7.30 p.m.—Complimentary Banquet tendered by Wood, Alexander & James, of Hamilton.

THURSDAY, FEBRUARY 17th.

Lecture Hall—The Armouries.

9.00 a.m.—Reports of Committees.

9.15 a.m.—Election of Officers.

9.30 a.m.—The Chain Store Proposition—F. A. Maycumber, Sales Manager Winchester Repeating Arms Co., New Haven, Conn.

10.00 a.m.—Co-operative Buying—Mr. William Hargreaves, Manager Drug Trading Company, Toronto.
Questions and discussion of addresses on chain stores and co-operative buying.

11.00 a.m.—Exhibitors' hour. Short, pithy addresses by Exhibitors and Salesmen on "Selling Points."

12.30 p.m.—Entertainment

Thursday Afternoon.

1.30 to 6 p.m.—Visit Exhibits in Armouries.

7.30 p.m.—A talk on advertising to bring results.

8.00 p.m.—Members' Session Question Box. Answers to cards on file.

Smoker and entertainment.

FRIDAY, FEBRUARY 18th.

9.30 a.m.—Visit to Factories. Hamilton is the centre of hardware manufacturing industries and a visit to the various factories is both instructive and enjoyable.

News of Western Canada

Interesting Subjects for B.C. Convention

VANCOUVER (Special).—This year the British Columbia Board of the Retail Merchants' Association of Canada has decided to make a change in the method of handling the annual convention. The entire sessions will probably occupy three days. The first day and a half or two days will be spent by the various sections separately. Thus the hardware men from the whole province will discuss their problems; the automotive sections, the dry goods sections, the tailors' sections, etc., will each meet separately and decide what they want the association as a whole to get behind. Then on the final day, the massed convention can take the necessary action, and all at high speed. The automotive section of the Retail Merchants' Association in British Columbia, which has been making great progress in the last six months, and doing great work for themselves, is an outstanding example of the success of this provincial section scheme. At some of the meetings of the automotive section of the Retail Merchants' Association there were more present than the total attendance at the provincial convention last year.

The Wholesalers' Policy

Hardware and Metal is advised at this year's convention of the Retail Merchants' Association of British Columbia, a list of questions has been prepared dealing with wholesale practice re selling to consumers, giving special quotations to large cash and carry stores, etc., and all the Vancouver and Victoria wholesale dealers will be invited to have a representative address the convention on these subjects. As the secretary states: "Any wholesaler is absolutely entitled to his own policy as to sales, but the merchants also are quite within their rights to require to know just what that policy is, and to govern themselves accordingly. What we consider right, a wholesaler may consider not feasible; we are all willing to be shown."

Optimism at Moose Jaw R.M.A. Meeting

MOOSE JAW, Jan.—At the annual meeting of the Retail Merchants' Association of this town held recently a great feeling of optimism was in everything apparent. Reports presented reviewed the work accomplished during the past year, particularly with the measures taken to have the luxury tax abolished, also changes in the pure food regulations, transient traders, insurance and the small debt recovery act.

It was recommended by the executive committee that the membership fee be reduced from $45 to $30. The thanks of the association was tendered the retiring officers.

Six members of the Regina Retail Merchants' Association, including President Morton, were present and extended greetings from the capital city. The president of the Regina organization made a wager of a new hat that his association would have more members at the provincial meeting in Saskatoon than would Moose Jaw in proportion to the membership. President McMicken of the provincial association was also present, and gave an address. He dealt with the work of the provincial executive during the past year, while he also made some recommendations to the local body along the lines of dividing the organization into sections, so that all business would be in its own particular section, and each section could meet to discuss the various problems peculiar to its own line of business.

The new officers elected are as follows:—

President—W. G. Marshall.
1st vice-president—Charles Williams.
2nd vice-president—Harry Hart.
Honorary secretary—H. Humber.
Honorary treasurer—W. Hembroff.

Executive committee—Clem Alexander, A. J. Wilcox, W. Hembroff, and B. C. Crichton.

Demonstrate Insulating Felt

Winnipeg.—The Canadian Insulation Co., of which George A. Merrick is president, gave a demonstration at the Lumbermen's convention of its insulating felt produced from flax straw at its plant in Selkirk. Owing to the high price of fuel greater interest is being taken in the subject of scientific insulation.

Western Notes

J. Brecker, hardware merchant at Engelfeld, Sask., has sold his grocery department.

* * *

Doner & Capp, hardware merchants, Winnipeg, Man., are discontinuing their branch at 881 Main street.

* * *

Peter J. Demers, who operates a hardware store at New Sarapta, Alberta, recently suffered a loss by fire.

* * *

Winnipeg.—Mr. Pechet, of the firm of Pechet & Company, of Crepar, Sask., was in Winnipeg on a business trip.

Development of Electrical Trade In the West

Winnipeg.— Indications of how the electrical appliance business has developed in western Canada is found in the report of one local firm, whose electrical appliance business has increased from $7,832 in 1916 to $304,000 last year, and no decrease in the business is in sight. The sales in 1917 aggregated $28,000, while the 1918 sales aggregated $60,000, and those in 1919 $98,000.

"We expect to have a turnover of $1,000,000 a year within four or five years in appliances alone," said the manager.

The department sells equipment ranging from electric irons to electrically-operated sewing machines and vacuum cleaners.

Recommend Huge Building Loan Fire Loss

Winnipeg.—At the final session of the Association of Canadian Building and Construction Industries Convention approval was given the standing committee of labor in entering into an arrangement with labor men for the formation of a national joint conference board. Recommendation was made that the committee appointed to undertake propaganda should lay stress upon the economic necessity of increased efficiency in the matter of production and the advantages accruing.

Action of the national joint conference board in making representation to the federal government with reference to the housing loan of $250,000,000 was approved by a majority committee and the newly-appointed members were instructed to take action to have this matter brought to a successful issue.

Selling British Made Goods in Canadian Market

Strong Organization to Take Up Matter of Fraudulent Trademarks—Montreal Speaker Believes That Tide Has Turned, And Feeling of Stability in Values Can Bring Business Revival.

ANOTHER step in bringing the Montreal and Toronto branches of the Canadian Association of British Manufacturers and their representatives closer together was taken at the annual meeting of the Toronto branch at the King Edward Hotel on January 28. Greetings were brought from the Montreal branch by Messrs. F. I. Spielman and John E. Ritchie, first and second vice-presidents of the Montreal branch, and both the retiring president, Mr. Geo. A. Marshall, and the newly-elected president, Major John Harris, intimated that steps would be taken to extend the activities of the organization to other centres of the Dominion.

Following luncheon in the banquet room, at which Mr. George A. Marshall presided, Secretary Bunney read the minutes of the last annual meeting. Treasurer Sharpe reported on the financial condition, showing a favorable balance in the treasury. A number of necessary changes in the constitution were left to the council to dispose of, these having been practically agreed upon by the Montreal and Toronto branches.

The President's Address

Mr. Marshall, in his annual report, gave a very thorough resume of the work of the association, both in Toronto and Montreal, the Montreal annual meeting having been held on January 21. The work of the two associations being reviewed in this manner gave a wider scope of the activities of the organization.



MAJOR JOHN HARRIS

President Canadian Association of British Manufacturers. Came to Canada in 1914 and saw military service in the Great War, rising from lieutenant to major. Decorated by the President of France. Also in South African War. Keenly interested in British trade in Canada.

"The association," said Mr. Marshall, "which was established in the early part of 1919 on the initiative of H. M. Trade Commissioners in Montreal and Toronto, has now a membership of over 200 representatives of the British trade in the Dominion of Canada, which development is due to your branch council members, trade section committees, and the valued assistance rendered through the good offices of H. M. trade commissioners. As outlined in our last annual report, the association, as members, has been strengthened considerably by the Federation of British Industries, which is an extensive organization dealing with British manufactures all over the world. They are in touch with chambers of commerce and boards of trade in all industrial centres, and we cannot too highly credit them with appreciation of their valuable assistance this past year to our association both as regards useful correspondence exchanged, and in the manner our suggestions are dealt with. In order of reciprocity the position is now better to extend to them our knowledge of any British firm desirous of purchasing in this country, and information relating to the Canadian markets. Several of our members when visiting England have called at their London office, 39 St. James St., S.W. 1, with very satisfactory results. In this connection alone it

Continued on page 66

They're on Their Way



Where? To the place where every progressive merchant in Ontario is going—to Hamilton for the big **convention of the Ontario Retail Hardware Association from February 14-18 inclusive.** There will be much to learn—and an enjoyable time socially while you are learning.

It is in the interests of your business to attend this convention. The many problems now facing the hardware trade will be fully discussed and the best policy to follow will be decided from this thorough discussion.

Your side of the story is needed too so get your hat and bag and arrange to be in Hamilton at the Royal Connaught Hotel for the first session on Monday afternoon, Feb. 14. See complete program in this issue.

Events in the Trade

Business Changes

Whitecourt, Alta.—Scoffield and Son, hardware, have been succeeded by Scoffield & Turner.

Fire Loss

Halifax, N.S.—Morton & Thompson have suffered fire loss.

* * *

Halifax, N.S.—Dunlop Tire & Rubber Goods Co.'s local branch suffered fire loss in the recent large fire here.

* * *

Quebec.—The Armand Bastien factory, at Indian Lorette, has been totally destroyed by fire. Snowshoes, canoes, etc., were manufactured.

Obituary

Hamilton, Ont.—R. B. McMurtrie for many years a salesman for the Steel Co., of Canada, is dead.

* * *

St. Catharines, Ont.—N. N. Bulger, superintendent of the Welland Vale Mfg. Co. plant, is dead.

Personal

Toronto.—E. Holt Gurney, of Gurney Foundry, Ltd., addressed the local branch of the Rotary Club concerning work for and among the boys.

* * *

Toronto.—G. F. Morris has been appointed sales manager of the time recording division of the International Business Machines Co., Toronto. Mr. Morris has been connected with the company for ten years.

* * *

Montreal.—E. L. Gibbons of Wilcox, Crittenden & Co. Inc., Middleton, Conn., and J. S. Bowbanks of Starr Mfg. Co., Ltd., Dartmouth, N.S., called on the wholesale trade this week.

Form New Company

Peterboro, Ont.—N. H. Barclay and D. Hardie, both of this city, have organized a company known as the Canadian Tent and Awning Co., and have applied for a Dominion charter, which they expect to receive very soon. Mr. D. Hardie has been in business at 376 Water street for five years.

Exide Battery Salesmanagers in Conference

Toronto.—The sales managers of Exide Batteries of Canada, Ltd., have been in conference at the King Edward Hotel.

Changes Made At Willys-Overland

Several changes have taken place in the personnel of Willys-Overland, Ltd. J. R. Marlow has been promoted from the position of Montreal branch manager to be secretary and treasurer of the company. As he will also have supervision



J. R. MARLOW

Appointed Secretary and Treasurer of the Willys-Overland Co., Toronto

of sales generally, Mr. Marlow will take over many of the duties formerly performed by Mr. MacKay and Mr. Dover. His appointment follows Mr. Burt's transfer to one of Overland's allied industries, the New Process Gear Company, of Syracuse, N.Y. When T. A. Russell, president of Willys-Overland Limited, announced the appointment of C. R. Burt as general manager, it was part of the arrangement with Mr. Willys- and Mr. Chrysler that Mr. Burt would return to the United States later in the present year. Owing to developments earlier than expected, it was found advisable for Mr. Burt to assume the management of the gear company in January. Formerly sales manager of the Russell Motor Car Company in Toronto, Mr. Marlow went to Montreal in 1915 to take charge of the then Russell Motor Car Company branch. This branch was taken over as a branch of Willys-Overland Limited in 1917 and Mr. Marlow continued as manager.

Canadian Copper Output in 1920

Ottawa.—The value of Canada's mineral production in 1920 is estimated at about $200,000,000, compared with $176,686,390 the year before, the Department of Mines announces. The gold output was valued at $16,000,000. Production of other minerals follows:

Silver, 13,500,000 ozs.; copper, 82,500,000 lbs.; nickel, 61,500,000 lbs.; lead, 35,000,000 lbs.; zinc, 42,000,000 lbs.; pig iron, 1,000,000 short tons; steel ingots and direct steel castings, 1,220,000 short tons.

Montreal Board of Trade Elections

Montreal.—At the recent elections of members of the various sections of the Montreal Board of Trade, Jno. Irwin, vice-president and managing director of McArthur Irwin, Ltd., was elected a member of the paint, oil and varnish manufacturing industries section. Edward Goodwill, vice-president Thos. Davidson Mfg. Co., Ltd., and Jno. C. Newman, manager McClary Mfg. Co., were also elected to the metal and hardware section.

New Wire Fencing Manufacturer

Montreal.—The Blashill Wire Machinery Co., Montreal, expects to be manufacturing wire fencing by the early summer months. Mr. Blashill, manager, stated that this project was contemplated some two years ago, but owing to scarcity at that time it was abandoned for the time being, the firm devoting their time to the manufacturing of wire machinery and other machine tools. Deliveries of wire are now more easily obtained and it is hoped to have the plant turning out wire fencing of all kinds before the summer is well advanced.

C.G.E. Team Defeated

Toronto.—By defeating Canadian General Electric 2 to 1 at the Ravina Rink the Massey-Harris team now lead the Mercantile Hockey League. Massey-Harris played a stiff close-checking game, which, on the sticky ice, was fruitful, and this defeat over C. G. E. will undoubtedly go a long way toward deciding the winner of the Mercantile League title.

McClary's Factory at Brantford To Re-open

Brantford.— Announcement is made that the McClary plant, formerly the Buck Stove Works, which has been closed since Christmas, would open this week, though not at full strength. The staff will be increased as the market opens up. Manager W. W. Knobbs stated that repairs at the factory had been completed in the interval and the staff will be increased as conditions warrant. This is the first factory which closed down after Christmas to reopen.

Western Ontario News

Robt. Bonthron, of Hensall, Ont., who has been seriously ill with pneumonia, is recovering rapidly.

* * *

Fire of unknown origin completely destroyed one of the large boarding houses of the St. Marys Cement Company at St. Marys, Ont., on Tuesday afternoon.

* * *

At the annual meeting of the Harrow Baseball Club, this week, Frank Richardson, hardware merchant, was elected a member of the executive committee.

* * *

At the annual meeting of the Lambton Loan Company, held at Sarnia, on Friday, Col. Mackenzie, of the Mackenzie Milne Co., was re-elected as a director.

* * *

Word has been received of the death in Vancouver of Donald McLashlan, for many years in the hardware business at Glencoe, and formerly of Blenheim. He was 77 years old.

* * *

B. O. Parker, of the B. O. Parker Hardware, Strathroy, Ont., was elected as one of the directors to represent the town this year on the board of the Strathroy Agricultural Society.

* * *

W. J. Doyle, hardware merchant at Windsor, Ont., came off luckily in a series of window burglaries on Monday night. Thieves, who made a systematic tour of the city smashing windows and taking what they pleased, smashed the plate glass at Mr. Doyle's store, but were apparently frightened away before they could take any merchandise.

* * *

The importance of not leaving money in the till over night was impressed forcibly on A. R. Wright, hardware merchant at Port Burwell, on Saturday. Mr. Wright is also collector for the local gas company and as the gas bills were due on Friday he had taken in a considerable sum of money. Some one was apparently aware of this and hoped to make a haul. When Mr. Wright came down on Saturday morning he discovered a heavy iron weight lying in front of the safe. This apparently had been used to smash the plate glass window of the office, through which entry to the store was obtained. The burglar had opened a show case and helped himself to a flashlight. He also had pried open two tills, but all he obtained for his trouble was about $3, as Mr. Wright had taken the precaution to deposit the money he had collected for the gas bills and his day's business.

New Sales Force Now Organized

Considerable interest is being shown in the forthcoming organization of what will be known as the Dominion Industrial Products Co., Ltd. This concern will be the accredited Canadian representatives of some thirty or more United States manufacturers of numerous industrial products.

The products handled range from industrial railway equipment, and road contractors' equipment and supplies to various metal specialties, i.e., machine screws, bolts, nuts, washers, special nails, escutcheon pins and screw machine products in all metals. Non-ferrous metals, steel sheets, bar shapes, etc., will be dealt in, as also will certain types of foundry equipment and supplies.

It is not expected that warehouses will be maintained before the end of the year, but there are immediate prospects of sales offices being opened in the principal Canadian cities this year.

Those connected with the enterprise include W. P. Young, formerly general purchasing agent of the Canadian Edison Appliance Co., Ltd., of Stratford, and the Canadian General Electric Co., Ltd.; J. M. Young, formerly connected with Russell Motor Car Co., Ltd., and the Machine & Stamping Co., Ltd. James W. Derbyshire will be general sales manager, and a fairly large sales staff will be engaged, as the Dominion Industrial Products Co., Ltd., is Dominion wide in its scope.

MARITIME NEWS

Moncton, N.B.—It is stated as likely that a million dollar cement plant will be built at Havelock, N.B. The best lime rock in the Maritime Provinces is said to be in that locality.

* * *

Moncton, N.B.—R. P. Dickson of Sumner Co., Ltd., attended the banquet of the St. John Iron and Hardware Ass'n, in St. John.

* * *

Moncton, N.B.—The U. S. emergency tariff took on a new interest to New Brunswick, when a big increase in the duty on lime was added. Large quantities of this have formerly found their way into Maine and other New England States.

St. John Merchants Ask For More Economy

St. John, N.B.—At a meeting of the St. John Branch of the Retail Merchants Association of Canada, a resolution was passed urging the city council of St. John to cut down all estimates for the Department of Public Works. They deemed this step to be necessary owing to the increased rate of taxation which would result if the estimates are allowed to go through. The association claims that at the present time all merchants are exercising strict economy and where possible cutting down expenses. It was felt that the city council should conduct the affairs of the city on the same lines, and not carry out any lavish expenditure in city improvements until economic conditions had assumed a more normal level. A communication to this effect was sent to the City Hall.

Annual Dinner of St. John Iron and Hardware Association

St. John, N.B.—About fifty members of the St. John Iron and Hardware Association were present at their annual dinner, held in the Union Club. The president, S. E. Fisher, was in the chair. The menu cards, as on former occasions, were designed to represent a piece of hardware. This year they were in the form of a bronze door set, and were very attractive.

The toast, "The King," was proposed by the president. "The Association," proposed by the vice-president, S. L. Emerson, and responded to by Hon. W. H. Thorn. "The City of St. John," proposed by R. B. Emerson and responded to by Mayor Schofield. "The Board of Trade," proposed by J. G. Harrison and responded to by W. F. Burditt. "Iron and Hardware Manufacturers," proposed by M. E. Agar and responded to by W. S. Fisher. "Our Guests," proposed by A. M. Rowan and responded to by Mr. Downing, Percy Dickson, of Moncton and W. J. Ambrose. Solos were sung by W. A. Smith and C. Jamieson. Instrumental selections were played by members of the St. John Concert Company, and a sketch was given by members of the cast who were playing at one of the local theatres. Mayor Schofield delivered a most interesting address dealing with taxation and other subjects of vital interest to the local hardware men, and was heartily applauded.

Those present included F. Watson, J. W. Andrews, W. P. Downing, W. J. Ambrose, Percy Dickson, W. F. Burditt, E. A. Schofield, H. G. Enfield, C. H. Ramsay, F. A. McDonald, H. P. Jenkins, W. F. Knoll, J. McM. Reid, G. B. Rivers, C. G. Fraser, A. E. Baxter, F. Murphy, G. W. Morrell, J. F. Tilton, G. W. Noble, W. E. Emerson, T. Fox, W. G. Stratton, R. R. Cummings, S. C. Hoyt, P. D. McAvity, W. A. Smith, W. S. Clark, W. S. Harrison, E. Harrington, H. Coates, R. B. Emerson, S. L. Emerson, E. Mullin, S. E. Elkin, W. A. Paterson, F. C. Jackson, W. S. Fisher, Hon. W. H. Thorne, J. G. Harrison, W. J. Ambrose, C. Jamieson.

Expect Big Future For Accessories

Stimulation of Motor Car Business Was Keynote Of London Motor Show.

LONDON, Ont.—The London Motor Show contained much that was of interest to hardware merchants. Viewed from the standpoint of sales possibilities for the hardware man and also from the viewpoint of the tendencies of the buying public, especially the farmers, it was a barometer that points to the undoubted prosperity of the rural communities and a steadily increasing business for the merchants who are handling auto accessories.

Something a little better, more luxurious, easier handled and capable of standing up to work the year round, summarizes the wants of the public. Among those attending the show were hundreds of farmers. Many of them taking advantage of the splendid condition of the roads had motored in with their families for fifty miles. These men have been making money in the last five or six years. They are thoroughly "sold" on the auto as an indispensable factor in their everyday life. What they want is something "a little better." It is not a question with them of $100 or $500. If they see the equipment they want they are going to buy, realizing that they will get back many times over in comfort and service their initial outlay.

Like Closed Cars

The great majority of the visitors showed keen interest in closed cars and there is, according to the men at the show, big business ahead in cars of this kind.

There was an unusually fine display of auto accessories in connection with the show and the questions asked by the visitors showed how keenly they are interested in the development of devices that make for better and easier motoring. This phase of the show has especial interest for the hardware merchants. Every day the number of car owners is increasing and every one of these car owners is interested in equipment that is going to make his car a better car. He must also have supplies. The auto accessory business has grown to be something enormous and it is going to be still greater. No class of merchants are better prepared to supply the needs of the car owner than the hardware men, and all over the Dominion may be found auto accessory departments in hardware stores that have grown from almost nothing to one of the largest and best paying branches in the store. With an ever broadening field not only of car owners but of truck owners as well, there is big business ahead for the merchant who carries the stock and then lets these people know they can get what they want at his store.

A Commendable Policy

HARDWARE

1921

Is Away to a Good Start

Again we wish to thank our friends and customers for the splendid amount of business given to us during the past year.

We look forward with confidence to what the new year will produce. Some lines of hardware are beginning to show a slight decline in price, at the same time we can't look for much along these lines yet. All the goods on the market at present have been produced with high-priced labor and materials. As fast as we can we shall try to get our prices down. But at the same time we shall insist on putting quality first in selecting our goods.

We would ask our customers to co-operate with us by increased buying at home for cash.

If you buy in your home town for cash, your town merchants can buy for cash and give you better service and value.

FOR QUALITY AND SERVICE

Go to Andrews

Minnedosa, Man.

A concise statement of conditions prevailing in the hardware trade at the present time, such as is made in this ad. by Andrews Hardware, Minnedosa, Man., is a good way in which to get the confidence of customers and will clear up many misapprehensions which customers may have regarding price tendencies. This policy can be followed in all dealings with customers.

Are You Basing Prices on Replacement Values?

The first article in this issue shows how one hardware merchant jeopardized a valuable connection by maintaining prices on the basis of cost instead of replacement value. This is one of the most important matters facing the trade to-day. Read the article and then

Send in Your Opinion

to the Editor, Hardware and Metal. A full discussion will bring out all points involved and help form a definite policy.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of February 9, 1901:—

The annual report of the hardware and metal section of the Toronto Board of Trade, as presented by the chairman, Mr. Peleg Howland, included the following statement: "The difficulties of doing business in the North-west country are intensified by the seeming determination of these companies (railways) to compel the distribution of all goods through Winnipeg by granting special traders' rates outward from that place. Whether relief will come from the appointment of a railroad commission, which seems to be foreshadowed, will depend largely upon its composition and powers."

* * *

A fair attendance was present at the hockey match at McQueen's rink, and once more the Drys (dry goods first team) were turned down by the hardware players. The nail handlers' team included the following line-up—Goal, Murdock; point, Boyd; cover point, Stanton; forwards, Kendall, H. Pauline, Austin, Whitehead.—From the Simcoe *Reformer*, Jan. 31, 1901.

* * *

The seventh annual meeting of the St. John Iron and Hardware Association was held a few days ago. Following officers were elected—President, S. Hayward; vice-president, P. Carmichael; secretary-treasurer, J. J. Barry; directors, R. B. Emerson, W. H. Thorne, and Thomas McAvity. A resolution lamenting the death of Her Majesty the late Queen Victoria was adopted.

* * *

The Montreal Retail Hardware Association held a meeting to discuss relations with tar paper manufacturers. President Martineau occupied the chair. Others present included Vice-president D. Drysdale, 2nd Vice-president L. J. A. Surveyers. Among others were A. Prudhomme, J. Prudhomme, U. Granger, W. Granger, E. D. Colleret, Mr. Leger (Lacrois & Leger), L. Prevost, Mr. Huberdeau, Chausse, Mailhot, Leblanc, Belanger, Jubinville, Watts, and Mederic Martineau. A copy of a letter from the Canada Hardware Co. to the Patterson Mfg. Co., dealing with the price of tar paper, etc., was read.

* * *

As Mr. John Irving, newly appointed agent for the Nova Scotia Steel Co., was taking leave of his firm, the Montreal Rolling Mills Co., a family gathering was held in the manager's office.

Accessories Featured at Motor Show

MONTREAL.—The display of automobiles, motor trucks, motor cycles, bicycles and accessories at this year's session of the National Motor Show of Eastern Canada surpassed the show of previous years.

The exhibitors report that public interest in motor transport was never keener. Enquiries for cars and applications for demonstrations have never been more numerous, they say, while a substantial number of sales were concluded during the show. "Surprised and delighted," — "business beyond expectation,"—"more sales and more prospects than at this time last year," — "many enquiries and outlook sound,"—"convinced now that this year's business will be far better than I had dared to anticipate," — "conditions fast becoming normal" — such were the expressions with which exhibitors summed up the impressions gained during the week.

Bicycles, another line that is featured by many hardware dealers, were also displayed in different booths; accompanied by their accessories and repair parts.

Express Rates Increased

OTTAWA.—The judgment of the board of railway commissioners in the express rates case has just been issued. The companies applied for a flat increase of 40 per cent. on all rates. The judgment grants an increase of 35 per cent. on first class rates and charges, 25 per cent. on second class and 20 per cent. on commodity rates.

It was found that the concession granted by the last judgment worked to a much greater extent in the interests of the mail order houses and shippers in cities and towns than in those living in rural districts who were expected to profit thereby.

With reference to the time at which the increases go into effect, the judgment of the board is as follows:

"The increases herein authorized may be provided for by the publication and filing, on one day's notice, at all express offices, blanket supplements to existing tariffs."

The average rate of increase would amount to 26 2-3 per cent., but on account of the greater percentage being carried at first-class rates, it would produce slightly more than that average incease to the express companies.

The express companies are instructed that, in the future, profits from investments and money order business shall be accounted for as revenue, and, taking these into consideration, the increases are expected to produce only sufficient revenue to take care of operation and depreciation and provide a sufficient sum with which to pay interest on investments at seven per cent.

Little Business for English Steel Trade

THE immediate prospects for the steel and allied trades in the Sheffield district could scarcely be worse, and unless something turns up very soon to improve the position a large section of Sheffield industry will have comparatively nothing to do, says the Ironmonger. Last year saw the greatest wave of prosperity in the history of the country reach its crest and collapse. This was followed by a period of depression which has continued. The slump is worst in raw and semi-steel, but it extends to most branches of finished steel products. A sharper contrast between the conditions obtaining at the beginning and the end of the year could scarcely be imagined. Not only did buying almost come to a standstill, but it was accompanied by wholesale cancellation of orders. Manufacturers, who six months ago were in the comfortable position of having work on order sufficient to keep them fully employed for a half or even the whole of the present year, have practically nothing on their books to-day. Bad as things are, Sheffield is in a rather better position than other centres of metal production, as a fair demand is being maintained for certain materials manufactured in the district, the chief of which are castings of iron and steel, good-class wire, strip, files, and hand tools of various descriptions. In these departments, however, new work inclines to taper off. Those who prophesy an early turn in the tide of bad trade base their arguments on the latest demand for iron and steel material which is known to exist. The steel is wanted, but the people who want it cannot afford to buy it.

Commercial Travellers' Insurance

Officers and trustees of the Commercial Travellers' Mutual Benefit Society of Toronto were recently elected for 1921, as follows:

President, Chas. S. Parsons; vice-president, S. M. Sterling; treasurer, S. R. Wicket; secretary, Richard Ivens; trustees for Toronto, Robert Forbes, W. J. Sykes, R. Maxwell, J. Burns, J. Curtis, L. R. Arnett, A. J. Tipping, E. Fielding and H. L. Willmott.

The report for the year 1920 was presented by the president and adopted. The total assets are now $194,712 as against $174,369 a year ago. $342,000 new insurance was written during the year compared with $257,000 written in 1919, an increase of over $200,000, after deducting $33,500 paid in death claims during the year.



If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

A NEW COLD WATER PAINT

A. Ramsay & Son Co., of Montreal, after several years of extensive experimental work with products all of which have been produced by Canadian energy and resourcefulness, claim to have developed an entirely new line, which they have registered under the trade mark of "Ramsay's Ideal Cold Water Paint."

To introduce this to the trade they have devised a very complete and instructive color card and are offering same in white and six beautiful shades; the color chart shows how thirty or more additional shades may be produced by the combination of white and one or more of these shades.

The fact that it can be used, it is stated, for outside equally as well as for inside work and is a product of Canada should be of material interest to the paint dealer.

Ramsays will mail the color chart folder to anyone interested.

ALUMINUM MEASURING SPOON SET

A set of aluminum measuring spoons is being manufactured by W. D. Shambrook & Co., Hamilton, Ont., makers of the "Duro" aluminum ware, who state



"Duro" Measuring Spoon Set

that it is the first set of this description to be manufactured in Canada.

The spoons which are of satin finish are of the same grade and quality as other "Duro" lines, are 4¼ inches long, are put up in sets of one dozen on an attractive display card and sell at a popular price.

CHAMPION MERCHANDISER

In furtherance of its service policy the Champion Spark Plug Co., of Canada, Ltd., Windsor, Ont., has developed a "Merchandiser" in the form of a cabinet which is equipped to carry a supply of every type of Champion spark plug made. Individual compartments separate the various types, making it a simple and easy task for the dealer to select the type of plug called for, and with the aid of the index charts on the face of the merchandiser quick and accurate service in the sale of any spark plug can be made, it is claimed, whether it be for



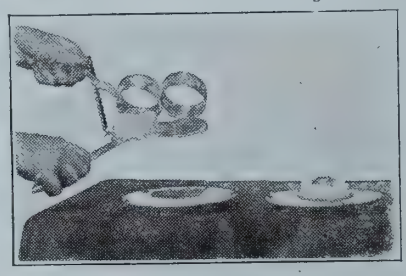
Champion Plug Merchandiser

passenger car, truck, tractor, motor cycle, motor boat, farm or stationary engine.

The Merchandiser is 31 inches long, 15 inches high and 11 inches deep, and its neat appearance makes it a handsome addition to any store whether placed on counter, show case or shelf.

MAGUIRE EGG POACHER

The Comstock-Bolton Co., Kansas City, Missouri, manufacturers of household specialties, are introducing the Maguire aluminum egg poacher to the trade. The illustration shows the construction of this poacher, and it is claimed that it is efficient and cleanly and that the risk of



Maguire Egg Poacher

breaking eggs in lifting them from the cooking utensil to the dish or plate is eliminated by using this appliance.

KANT SLIP WRENCH

A new wrench is being offered to the trade by the Allan-Diffenbaugh Wrench & Tool Co., Baraboo, Wisconsin.

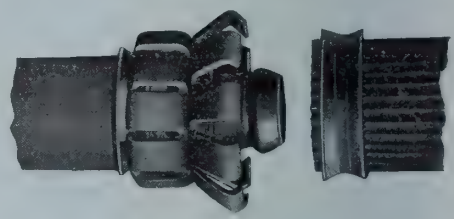
The makers claim that this wrench differs from other wrenches in mechanical principles in that the strain all comes on the shoulder and not on the pin. Another advantage claimed is that the fulcrum is close to the load, and the instantaneous sliding adjustment on gripping handles saves time.

It is said to be equally useful for pipe or nuts, to take the place of a pipe wrench, nut wrench and plier in one tool, and for working in close quarters the makers state it cannot be excelled.

The size made is 8 inch, jaw opening range is 3-4-inch, and handle forms a screw driver.

"BANNER" HOSE MENDER

A new hose mender is being manufactured and placed on the market by the Ontario Lantern & Lamp Co., Hamilton, Ont., and is stated to be the only mender affording a permanent and non-leakable splice without injury to outer surface or



Banner Hose Mender

inner fabric of the hose. The mender is supplied with two grooved split rings which are placed over the ends of hose. The jaws of the mender are then brought over the rings and compressed into the grooves by hammering down each tooth into groove of ring, as shown by illustration, when a smooth, non-rustable grip will be made, it is claimed, which will not injure hose or tear up lawn. The mender is made in two sizes, ½ inch and ¾ inch, and will fit two to four ply hose.

BRASS HEADED TACKS

The Dominion Tack and Nail Co., Ltd., Galt, Ont., are manufacturing a complete line of brass headed and brass plated tacks and furniture nails.

This firm claim to be the only concern in Canada manufacturing these lines, and also make thumb tacks and artists' and surveyors' drawing pins. Other lines for which there is a good demand are metaline nails for upholstered furniture, etc. These are manufactured in various sizes and shades.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE is again the chief point of discussion in the iron and steel markets. A new basis of steel prices is mentioned by Pittsburgh though until wages and other costs have been dealt with no new basis will be established. The bringing out of new selling schedules by two makers appears to have aided little in bringing more business. The local market in non-ferrous metals shows tin and spelter to be weaker and the improvement in British exchange has rendered the importation of metals from that source less profitable. Primary markets show copper for March delivery is bringing better prices than for prompt shipments.

A feature of the price movements on hardware lines in Canada this week is the further decline in both wire and cut nails, accompanied by galvanized and bright staples. Other lines declining include wheelbarrows, wood and steel blocks, dry cells, certain lines of vises and meat choppers, saddlery hardware, including snaps, rings, and buckles, cut lace leather, copper rivets and burrs. A substantial reduction is made on window glass. Linseed oil and turpentine are also reduced.

Light stocks are found in many hardware stores where, however, stocks are being kept well assorted. Other merchants are maintaining very complete stocks in the expectation of an early resumption of active business and a desire to be in a position to cope with any developments. Taken as a whole, a fair volume of business is being done, some merchants reporting a notable stimulation of trade during the past month.

Montreal Markets

MONTREAL, Feb. 3.—The outstanding feature of this weeks markets is the decline in the price of both wire and cut nails, accompanied by galvanized and bright staples. Both of these lines have featured in recent price changes, and the present drop of 60 cents in the base price of wire nails, 85 cents on cut nails, and 50 cents on both galvanized and bright staples is quite notable.

Other lines such as wheelbarrows, wood and steel blocks, dry cells, Victor vises and Enterprise meat choppers are also now shown at reduced prices. Saddlery hardware, on such lines as snaps, rings and buckles, is about 10 per cent. lower, while bits remain unchanged. Cut lace leather and copper rivets and burrs are again lowered, and both have undergone recent price changes. Fruit jar prices are now available for spring and summer deliveries. Sheets and plates, corrugated sheets, pipe and fittings, waste material, prepared roofing and iron and steel are remaining fairly firm. Ingot metals remain quiet and unimproved this week with somewhat easier prices quoted on different metals.

Stearns' Hangers Revised

Montreal.

BARN DOOR HINGES—Stearns' barn door hangers have been revised with higher prices quoted, are now selling at $12.80, with No. 5 at $16.00.

Wheelbarrows Show Decline

Montreal.

WHEELBARROWS.— A decline of from 10 per cent. to 15 per cent. is noted this week on wheelbarrows of different makes. On account of wholesalers selling different lines changes in price are rather hard to determine, however the above reduction is shown on practically all makes.

Wire and Cut Nails Down

Montreal.

NAILS.—With the demand for nails gradually increasing with the approach of the spring building activities, an advance would have been thought more probable than a further decline. However, both wire and cut nails are again reduced. Wire nails are now selling at $5.25 base, and cut nails at $5.75, a reduction of 60 cents and 85 cents respectively.

50 Cents Reduction on Staples

Montreal.

FENCE STAPLES.—Both galvanized and bright fence staples are again reduced, showing a further decline of 50 cents a keg. Prices now quoted are: galvanized, $6.75 per keg; bright, $5.75 per keg.

10% Reduction on Saddlery Hardware

Montreal.

SADDLERY HARDWARE.—A revision, with lower prices, is made on practically all lines of saddlery hardware, including such items as snaps, rings and buckles. Bits, however are not included and remain at former prices. The reduction amounts to about 10 per cent.

New Net Prices on Mirrors

Montreal.

MIRRORS. — New prices are shown on mirrors and the best selling sizes are quoted below.

Louise—7 x 9, $5.50; 8 x 10, $6.40; 10 x 14, $9.60. X. L.—7 x 9, $4.25; 8 x 10, $5.20; 10 x 14, $8.

10% Off Rivets and Burrs

Montreal.

COPPER, RIVETS AND BURRS.—These lines were formerly quoted at list, new quotations are 10 per cent. off list.

Present Prices on Fruit Jars

Montreal.

FRUIT JARS.—Stocks of fruit jars are now being placed in the hands of the jobbers, accompanied by new prices for the coming season. Below are the prices now being quoted:

Crown and Improved Gem, wine measure — Small, $16.75; medium, $18.25; large, $21.25 gross.
Perfect Seal—Small, $17.25; medium. $19.25; large, $25.25 gross.
Crown Style Only, Imperial measure.—Pints, $17.25; quarts, $19.25; ½ gals., $23.25 gross.

Enterprise Meat Choppers Reduced

Montreal.

FOOD CHOPPERS.—The new catalogue, just issued by the Enterprise Mfg. Co., Ltd., Philadelphia, Penn., shows a reduction of 10 per cent. on food choppers and different lines of sausage stuffers. Other lines shown remain at former prices.

Wood and Steel Blocks Reduced

Montreal.

WOOD AND STEEL BLOCKS.— A reduction of from 5 to 7½ per cent. has been made in the price of both wood and steel blocks, also affecting wood blocks with japanned bushing or galvanized patent bushing.

Cut Lace Leather Lower

Montreal.

LACE LEATHER.—In the January 29 issue cut laces were noted as showing a reduction. This week shows a further slight decline and the net price now quoted is $2.25 a pound.

Dry Cells Are Lower

Montreal.

BATTERIES.—Dry cells or batteries are now selling at $39.00 per hundred, a reduction of $3.50 from the former price.

Victor Vises Slightly Lower

Montreal.

VICTOR VISES.—The revised prices on Victor vises show a slight decline on practically all patterns and sizes. Following are the new net prices:

No. 741, $1.50; No 742, $1.85; No. 743, $2.25; No. 744, $2.65; No. 745, $3.15; No. 746, $4.85; No. 761, $1.90; No. 762, $2.30; No. 763, $2.75; No. 764, $3.15; No. 765, $3.75; No. 766, $5.45; No. 772, $2.30; No. 775, $4.10; No. 776, $5.55, Asst., $31.45.

Fittings Hold at Decline

Montreal.

FITTINGS.—Pipe fittings remain unchanged at the recent decline, with stocks in fairly good shape. The demand has kept up well during the quiet months, and an improvement is expected to gradually become pronounced. Quotations are as follows:

	Less
Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Pipe Prices Remain Firm

Montreal.

WROUGHT PIPE.—Both supply and demand for wrought pipe continue to improve, the recent quiet months enabling deliveries. The demand has held up fairly well with a continued sorting trade during the winter. Sales will no doubt become heavier with the spring months approaching, however stocks are felt to be quite ample and the shortage experienced last year is not looked for during the coming season.

Quotations will be found on current market pages.

Bar Iron and Steel Unchanged

Montreal.

BAR IRON AND STEEL.—Business continues quiet in bar iron and steel, with prices showing no change. Present prices are as follows:

IRON AND STEEL

Common bar iron, 100 lbs.	4 55
Refined iron	6 05
Iron finish machinery steel	4 60
Mild steel	4 55
Band steel	4 55
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 55
Tire steel	4 75
Toe calk steel	5 45
Harrow tooth steel	4 70
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steel in scroll bdles, 50c per 100 lbs. extra.

Copper N. P. Ware Down

Montreal.

COPPERWARE. — Reductions are shown on nickel plated tea kettles and teapots. Quotations now place them at list plus 30 per cent., previous prices being list, plus 60 per cent.

Copper Boilers Also Down

Montreal.

COPPER BOILERS.— Copper boilers were formerly quoted at list plus 25 per cent. These are now quoted at net list, a reduction of about 20 per cent.

Ready Roofings at Revised Prices

Montreal.

READY ROOFING. — Local prices have not been changed since the beginning of the year on prepared roofings. Business continues to improve on these lines and although the season for roofing is yet early, dealers report that many shipments have been made to outside dealers. Quotations are as follows:

Plus Roofing—	Car lots	Less
1 ply	2 10	2 25
2 ply	2 55	2 70
3 ply	3 00	3 15
Eureka—Standard weight—		
1 ply	1 75	1 90
2 ply	2 20	2 35
3 ply	2 65	2 80
Starex Roofing—		
1 ply	1 65	1 80
2 ply	2 00	2 15
3 ply	2 35	2 50

Waste Materials Continue Dull

Montreal.

WASTE MATERIALS.—Business remains dull in waste materials, however more enquiries are coming to hand and this is thought by dealers to be a sign of an improvement in the near future. Prices remain unchanged from last week, with quotations as follows:

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

No Change in Corrugated Sheets

Montreal.

CORRUGATED SHEETS.—The recent decline in corrugated sheets still holds. Small sorting orders are being forwarded but business is generally quiet in these lines. Quotations are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

J. M. T. Valves Decline

Montreal.

COMPRESSION GOODS.—Revisions are made with lower prices quoted on J.M.T. globe, angle and check valves. These are now 10 per cent. off list, formerly shown at plus 10 per cent. J.M. T.C. valves are now shown at 20 per cent. off list, formerly these were net list. Business continues fair on these different lines, the demand keeping up fairly well.

Following are the quotations:

Compression work, standard	Less 25%
Fuller work, standard	30%
Bath cocks, compression	30/5%
Do., fuller	28-30%
Flatway stop and waste cocks, standard	35%
Brass steam cocks, 3" and smaller	30%
Do., 3½ and 4 in.	Net list
Globe angle and check valves	20%
Globe twin check	25%
J.M.T.	10%
J.M.T. C.	20%
Jenkins gate valve	7/10%
Standard gate valve	5%
Radiator valves, standard	40%
Do., removable disc	50%
Basin cocks—	
No. 1 and 1, fuller pattern	30%
Quick opening	28%

Lead Products Unchanged

Montreal.

LEAD PRODUCTS.—Prices remain unchanged on lead products following the recent declines on some of the dif-

ferent lines. The demand continues fair. Lower prices may be looked for on lead wool and sheets in the near future, it is predicted. Quotations are as follows:

Lead pipe	0 13½
Lead waste	0 14½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 28
Do., strictly, lb.	0 26
Do., commercial, lb.	0 23
Solder, wiping, lb.	0 23¾
Solder wire (8 gauge)—	
40-60	0 28¾
45-55	0 30¾
50-50	0 32½
Zinc sheets, casks	0 14½
Do., broken lots	0 15½

Sheets and Plates Unchanged

Montreal.

SHEETS AND PLATES.—The market on sheets and plates shows no improvement during the last week. This may be due to an expected decline on some sheets, however this decline is not yet in evidence. Quotations are as follows:

BLACK SHEETS—	
10 gauge	8 45
12 gauge	8 50
14 gauge	9 05
16 gauge	9 15
18-20 gauge	9 20
22-24 gauge	9 25
26 gauge	9 35
28 gauge	9 45
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	11 75
28 gauge	11 25
26 gauge	11 00
22 to 24 gauge	10 85
20 gauge	10 65
18 gauge	10 65
16 gauge	10 50
14 gauge	10 50
12 gauge	10 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	13 00	12 00
26 gauge	12 75	11 75
24 gauge	12 15	11 35
22 gauge	11 80	10 90
18 and 20 gauge	11 10	10 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Ingot Metals Unimproved

Montreal.

INGOT METALS.—The general condition of ingot metals remains unchanged from last week, being quiet and unimproved. Evidently there is not likely to be very much advance or improvement for some time yet.

TIN.—Tin continues irregualr in London, with no disposition to advance, and will not likely see higher prices until consumption improves. The local price is a little easier and quoted at 38 cents.

COPPER. — There is really little change in copper, although it is rather dull with a tendency toward easier prices. A quiet market is looked for with local prices at 18¾ cents for electrolytic and 18½ cents for casting.

LEAD.—This metal has been quiet but has shown no sign of weakness, and in the opinion of local dealers it is only a matter of time until prices will improve. Local price, 6½ cents.

SPELTER.—Spelter remains steady in London, but is again weaker with lower prices in the United States, having touched 5 cents in the latter market. Price is, however, unchanged at 7¾ cents here.

ANTIMONY.—With lessened imports having a strengthening effect on this metal and causing it to be somewhat firmer last week, it again shows signs of signs of weakness with a lower price of 8 cents quoted.

ALUMINUM.—Aluminum still remains quiet and unchanged at 34½ cents.

Toronto Markets

TORONTO, Feb. 3.—The outstanding feature of the markets this week is another reduction in the price of wire nails. This is the second time within five weeks that the price has been reduced on these and each decline has been of the same amount. Fence staples, too, have lower prices, and they have again declined at the same time as nails. Both bright and galvanized are affected. Other special changes include new lower prices on dry cell ignition and multiple batteries. Standard compression goods are reduced in price and new lower quotations are again made this week on fuel oil.

Sheets and plates are holding at recent declines. Pipe and pipe fittings are unchanged. Bar iron and steel are quiet without showing any change. Lead products have become steadier, and ingot metals are dull and quiet with tin and spelter at lower levels.

Business shows signs of picking up in some lines, and other goods which should be moving at the present time are slower.

Dry Cell Batteries Lower

Toronto.

IGNITION BATTERIES. — A reduction of approximately 12 per cent. has been made in the price of dry cell batteries. The No. 6 Columbia and the Reliable are now 5 cents cheaper. Quotations are as follows: Less than 12, 50 cents; 12 to 50, 45 cents; 50 to 100, 43 cents; barrel lots of 125, 39 cents; barrels with contract, 36½ cents.

Hot Shots Also Reduced

Toronto.

HOT SHOT BATTERIES.—There is a decline also in the price of Hot Shot multiple ignition sets and these are now quoted at a reduction of 20 to 25 cents; new prices are the following: No. 1461, $1.95; No. 1561, $2.35; No. 1562, $2.35.

Gas and Coal Oil Hold

Toronto.

GASOLINE AND COAL OIL. — No change has been made in quotations on gasoline or coal oil, although it is probable that a reduction will shortly be made in gasoline quotations. Crude oil prices are down and further reductions have been made in fuel oil as noted elsewhere. Present quotations are 42 cents per gallon for motor grade gasoline and 28 to 31 cents for coal oil.

Paraffine Wax Lower

Toronto.

PARAFFINE WAX.—A reduction has been made in the price of paraffine wax, and this is now being quoted one cent per pound lower.

Fence Staples Down Again

Toronto.

FENCE STAPLES. — Another reduction has been made in the price of fence staples and these are 50 cents a keg lower on bright and galvanized. The last change was a month ago when they were reduced 40 cents per 100 pounds. Present quotations for bright fence staples are $5.75 and for galvanized $6.25 per keg. The usual extras are charged for smaller quantities, viz., $1.00 per 100 pounds for 25 and 50-pound boxes.

Standard Compression Work Down

Toronto.

COMPRESSION GOODS.—The reductions which have been foreshadowed in recent issues of Hardware and Metal on brass compression goods have taken place and lower quotations are made on these goods this week. The amount of decline varies with different lines, and standard compression work is now

ANOTHER REDUCTION OF 50 CENTS PER KEG ON WIRE NAILS

Another decline of 50 cents per keg has been made this week in the price of wire nails. This is the second reduction recently, the previous decline taking place five week ago and was of the same extent. The new base price Toronto is $5.25 per keg.

quoted at 34 per cent. off list instead of 25 per cent. Following are present quotations:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Do., Fuller	30%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, stand.	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J. M. T.	10%
J.M.T. C.	20%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

F. O. B. factory, Toronto.

Copper Rivets—Ten Off

Toronto.

COPPER RIVETS AND BURRS.—A reduction in the price of copper rivets and burrs was announced last week and new net prices were quoted. These are figured at 10 per cent. off list for rivets and burrs, and list plus 35 per cent. for burrs only.

Wire Nails Again Lower

Toronto.

WIRE NAILS.—Another reduction of 50 cents per keg has been made in the price of wire nails this week. The previous alteration in nail prices was announced in the January 1 issue of Hardware and Metal, and was also 50 cents per keg, so that the base price is $1 less or 16 per cent. below that prevailing during the latter half of last year. The new base price is $5.25 per keg.

Fuel Oil Down Again

Toronto.

FUEL OIL.—A fairly heavy reduction, amounting to about 20 per cent. in the case of barrels, and 30 per cent. on tank cars, has been made in the price of fuel oil this week. The price per gallon in barrel lots is now 11.20 cents, a decline of 3 cents, and tank cars are now quoted at 9.20 cents, a reduction of 4 cents. Quotations on fuel oil have been steadily declining. Prices six months back were 20 and 18 cents, or practically 100 per cent. above to-day's quotations.

Lead Products Holding

Toronto.

LEAD AND ZINC PRODUCTS.—Wholesalers report a fair sorting up business in lead products at present. Prices show no notable change from previous quotations and most lines are holding at recent reductions. Following are current quotations:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of	10%.
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24½
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Corrugated Sheets Unchanged

Toronto.

CORRUGATED SHEETS.—Sales are seasonably light on these and quotations are held at recent declines. Stocks are in better shape now, and wholesalers report receiving shipments of galvanized sheets which should have arrived months ago. Quotations are the following:

Corrugated Sheets—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

50 cents per square extra for one inch corrugation.

Pipe Fittings Are Held

Toronto.

PIPE FITTINGS.—These are being held at recent changes, and buying is a little light just now. Stocks are reported to be in fair shape now. Quotations are as under:

Cast iron fittings	10%
Plugs	20%
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 26	0 36
Class C.	0 17	0 26

Wrought Pipe Unchanged

Toronto.

WROUGHT PIPE.—No changes have been made in pipe quotations, and sales, though a little quieter, are still good for this time of the year. The shortage which existed for the greater part of last season is said to have been for the most part overcome and retailers have been enabled to accumulate some reserve stocks. Quotations are as per list No. 48 on current market pages.

Iron and Steel Steady

Toronto.

IRON AND STEEL.—Quotations on bar iron and steel are unchanged this week. Sales are seasonably light and wholesalers report fairly good stocks.

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00
Tire steel	5 25
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 00
Hoop steel	6 00

No Change on Sheets

Toronto.

SHEETS AND PLATES.—Business continues fairly quiet in these lines, though this is a recognized condition during this month. Prices are holding at recent declines, and some wholesalers are of opinion that a resumption of buying to any large extent would likely cause a firming of prices.

Reports from the States indicate that several mills that have been closed down since early in December have started operations again.

Following are current quotations:

PLATES

10 gauge	6 20	....
12 gauge	6 25	....
14 gauge	6 30	....
16 gauge	6 40	....

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 50	10 50
U. S 28	9 10	10 20
U. S. 26	8 80	9 95
22 and 24	8 65	9 70
18 and 20	8 50	9 55
16	8 35	9 40
12 and 14	8 30	9 35

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Lace Leather Easier

Toronto.

LACE LEATHER.—A decline of about 12½ per cent. has been made in the price of lace leather, and cut laces are now quoted at $2.10 per pound, and side lace leather at $1.75. Leather belting is still quoted at 15 and 10 per cent. off list for standard and 15 per cent. for extra quality.

Rope Quotations Held

Toronto.

ROPE.—This is a quiet time for rope and cordage, but a number of small orders are reported and bookings are said to be slowly improving. Prices for binder twine for this season have not been announced yet, but will likely be issued within the next few weeks. They are expected to be lower than last year's prices, following the reduction in rope and other cordage.

Waste Materials Dull

Toronto.

WASTE MATERIALS.—More frequent enquiries are reported, although business in waste materials is much below normal. Scrap iron is now very slow and melting steel and cast scrap are holding unchanged, but none too firm. Lead is holding but other metals are dull. Following are buying prices for large quantities but are strictly nominal.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00

No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Heavy copper	0 11½	0 12½
Scrap zinc	4 00	4 50
Light brass	4 25	4 75
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	3 00
Overseas lumbermen's rubber boots	1 50	2 00
Bicycle tires	0 01	0 01½
Tea lead	2 00	2 25
Automobile tires	0 50	1 00

Ingots Dull: Tin Declines

Toronto.

INGOT METALS. — Very little improvement is shown in ingot metal markets this week. Non-ferrous metals are reported to be dull generally with drooping tendencies. With the exception of tin and spelter, which are both lower, prices are maintained.

TIN.—In spite of an advance in sterling and a corresponding rise in tin prices in London, the market in this metal shows little signs of strength, and prices have dropped again. Quotations here are 2 cents lower at 43 cents.

COPPER.—The market appears depressed and shows little life, and business is reported light. Quotations here are unchanged at 19 cents for casting copper.

LEAD.—There is reported to be a better consuming demand for lead than for most metals in outside markets, and quotations fluctuate from day to day. London markets are firmer and with a rise in sterling it is no longer profitable to import. The price is holding locally at $7.00.

SPELTER.—This metal is dull locally but is reported as more active in outside markets. Quotations are easier and are $7.00.

ANTIMONY. — No change has taken place and this metal is dull and unchanged at 8 to 9 cents.

ALUMINUM.—This market is said to be quiet and dull. The low rate of foreign exchange has been the means of a large increase in the imports of this metal in United States markets, but an improvement in sterling has stiffened values considerably. Quotations are held unchanged here at 35 to 37 cents.

London Markets

LONDON, Feb. 3.—There are several lines this week that are quoted at lower levels and the most important changes are in wire nails, fence staples, linseed oil, window glass, shellac and copper rivets. The reductions on wire nails and staples are the second decline in a short time.

Trade conditions in this district remain unchanged. There is a fair volume of business being done, and it seems to be apparent that there will be more as soon as buyers become convinced that prices are more settled.

Collections continue fairly good.

Linseed Oil Down

London, Ont.

LINSEED OIL. — Reductions have been made again in the price of linseed oil, and the new quotations are 3 cents per gallon less. Business is quiet in this commodity. Following are quotations:

	Raw	Boiled
1 to 2 bbls.	1 07	1 10
3 to 5 bbls.	1 06	1 09
6 to 9 bbls.	1 04	1 07

Less barrels, add 15c per gallon.

No Change in Turps.

London, Ont.

TURPENTINE.—No change has been made this week in turpentine quotations and prices are the following. Sales are seasonably light.

1 barrel lots	1 30
2 to 4 barrel lots	1 29
5 gal. lots	1 45

Wire Nails Reduced Again

London, Ont.

WIRE NAILS.—A further reduction has been made in wire nail prices and they are again lowered 50 cents per keg. The base price here is now $5.25 per keg. Freight equalized on Owen Sound and Collingwood, $5.35 base; Windsor, $5.25 base. Carload freight allowed.

Fence Staples Down 50 Cents

London, Ont.

FENCE STAPLES. — The quotations on fence staples have been reduced again, and they are now 50 cents per 100 pounds lower. This applies to both bright and galvanized. Following are prices and extras for smaller quantities:

Bright Staples, $5.75 keg; 25-lb. boxes, $6.75 per 100 lbs. Galvd. staples, $6.75 keg; 25-lb. boxes, $7.75 per 100 lbs.; Fence hooks, $6.75 keg; 25-lb. boxes, $7.75 per 100 lbs.

Cut Nails Unchanged

London, Ont.

CUT NAILS. — There has been no change made in the price of cut nails, and these are still quoted at $7.15 per keg, base, f.o.b. London.

Window Glass Now 60% Off

London, Ont.

WINDOW GLASS.—Prices have been very unsettled on window glass during the past week or so. Various quotations have been received from different sources from day to day, each one being a little lower than the previous one. The discount at present being quoted here is 60 per cent. off list for case lots and 50 and 10 per cent. off cut light list.

Copper Rivets Are Lower

London, Ont.

COPPER RIVETS.—New lower prices are quoted on copper rivets, and present discounts are 10 per cent. off list for rivets and usual proportion of burrs. For burrs only the new discount is list plus 35 per cent., instead of plus 50 per cent.

Putty Remains Unchanged

London, Ont.

PUTTY.—No change has been made in putty prices and quotations remain as follows. The demand is only light at present.

Standard, 100-lb. drums, $8.05 per 100 lbs.; 25-lb. drums, $8.30; Pure, 100-lb. drums, $10.55; 25-lb. drums, $10.80.

Shellacs Show Reductions

London, Ont.

SHELLAC. — New and lower prices are being quoted here on shellac, and present quotations are the following:

	Orange	White
1 gal. jugs, gal.	5 10	5 60
½ gal, per gal.	5 25	5 75
¼ gal., per gal.	5 30	6 00
1 pint bottles, doz.	8 90	9 90
½ pint, doz.	4 70	5 25
¼ pint, doz.	2 90	3 10
⅛ pint, doz.	1 60	1 75

Copper Kettle Prices Lower

London, Ont.

COPPER KETTLES. — New lower prices are quoted for nickel plated copper tea kettles, and the following are the new net prices figured at 30 per cent. above list:

No. 50, $20.15 doz.; No. 60, $24.05; No. 70 or No. 7, $27.88; No. 80 or No. 8, $29.51; No. 90 or No. 9, $31.20; No. 750 Model, $28.36; No. 900 Model, $35.46.

New Copper Boiler Prices

London, Ont.

COPPER BOILERS. — Prices have been reduced on all copper wash boilers and the net price on these is as follows:

Heavy No. A—No. 8 or 80, $5.50 each; No. 9 or 90, $5.80 each. Light No. B—No. 8 or 80, $4.75 each; No. 9 or 90, $5 each.

Calf Meal Lower

London, Ont.

ROYAL PURPLE CALF MEAL.—New quotations on Royal Purple calf meal show a decline in price. New quotations which follow are 20 cents per 100 pounds lower.

100 lbs. bags, $4.70 per 100 lbs., net cash; 50-lb. bags, $4.75; 25-lb. bags, $4.80.

Next Season's Skate Prices

London, Ont.

SKATES.—Although it is a far cry to the winter of 1921-1922, prices for the Starr skate for fall booking of this year are now issued, and are the same as present prices. Following are the quotations:

—Star Make—Demon, No. 153, $1.70 pair; Demon, No. 150, $1.90; Bull Dog, No. 154, $2.10; Acadia, No. 156, $2.10; Beaver, No. 157, $2.75; Beaver, No. 162, $3.25; Climax, No. 173, $3.50; Velox, No. 181, $6.50; Regal, No. 189, $5; Tubes, No. 1904, $6; Dreadnought, No. 193, $4; Regis, No. 194, $3.25; Imperial, No. 196, $6; Acme Spring, No. 100, $1.75. Less 30%.

English Horse Clippers Reduced

London, Ont.

HORSE CLIPPERS. — Prices have been revised on the English makes of hand horse clippers, and these are now slightly lower. Newmarket are quoted at $3.10, and Handicap at $2.60.

Lower Dry Cell Prices

London, Ont.

DRY CELLS.—New prices are issued on dry cells, and constitute a reduction of about 3½ cents each. Following are the new quotations:

	No. 6 Regular	No. 6 Ignitor
Barrel lots, each	0 38½	0 39
Less than 125, each	0 42	0 43
Less than 50, each	0 44	0 45
Less than 12, each	0 50	0 50

These prices are f.o.b. Toronto. When shipped from London, add 1.35 per 100 freight.

English Shears Cost More

London, Ont.

ENGLISH HEDGE OR GARDEN SHEARS.—The new prices for spring shipping on English hedge or garden shears are a little higher than previous prices. Quotations are the following:

Plain, No. 10 x 8 in., $1.75 each; notched, No. 101 x 8 in., $2; Plain, No. 100 x 9 in., $2; Notched, No. 101 x 9 in., $2.25; Long Handle, No. 106 x 9 in., $3; No. 1062 x 9 in., $4; No. 105 x 9 in., $3.50 each.

Tinned Spoons and Forks Lower

London, Ont.

TINNED SPOONS AND FORKS.—New prices are made on No. 900 line of tinned spoons and forks and the new quotations are slightly lower.

No. 900, Tea Spoons, $4.25 gross; No. 900, Dessert Spoons, $9; No. 900, Table Spoons, $9.25; No. 900, Medium Forks, $9.60.

Sheep Shears Are Higher

London, Ont.

SHEEP SHEARS.—The English make of sheep shears are costing more and new prices are as follows:

No. 5 G x 6 in., bent, $10.35 doz.; No. 5 G. x 6½ in., bent, $10.85; No. K20 x 6½ in., bent, $13.75; B.B.A. x 7 in., straight, $28.50.

Trimo Wrenches Reduced

London, Ont.

TRIMO WRENCHES. — Reductions have been made in the price of Trimo pipe wrenches, and the new discount is 35 per cent. off list.

Harness Snaps Are Down

London, Ont.

HARNESS SNAPS. — New lower prices are out on harness snaps and are from 5 to 20 per cent. below old quotations.

Winnipeg Markets

WINNIPEG, Feb. 3.—Fewer reductions are noted this week in prices here, and the most important changes are the lower prices on window glass and building papers. Eavestrough and conductor pipe have dropped in price this week and lower quotations are made on Potts irons and iron handles. Shot guns, rifles and ammunition have declined in price, and reductions have also been made here on soldering coppers, metallic shingles, corrugated iron, cast iron soil pipe, and fittings.

Linseed Oil Unchanged

Winnipeg.

LINSEED OIL.—There has been no change in the local prices of linseed oil. Raw linseed oil is quoted at $1.27 per gallon with boiled oil at $1.30.

Plate Glass Lower

Winnipeg.

PLATE GLASS.—Plate glass is reported lower this week and the discount is now 30 per cent. f.o.b. Winnipeg.

Turpentine Shows No Decline

Winnipeg.

TURPENTINE. — Turpentine has shown no change this week in price and is quoted at $2.00 per Imperial gallon in one barrel lots.

Building Paper is Reduced

Winnipeg.

BUILDING PAPER.—A slight reduction has been recorded on building paper this week and new quotations are as follows:

Building Paper—Plain, Sunrise, $1.10; No. 1, $1.25. Tarred — Anchor, $1.45; O.K., $1.45. Blanket Felt, $7.40.

Eavestrough and Conductor Pipe Down

Winnipeg.

EAVESTROUGH AND CONDUCTOR PIPE.—These lines have remained firm for some time and prices on raw material have not been greatly reduced, but a reduction is made this week, and following are the new prices:

Eavestrough—O.G. Square Bead—8 in., $7.20; 10 in., $7.88; 12 in., $9; 15 in., $13.05. Half-round Bead—8 in., $7.52; 10 in., $8.28; 12 in., $9.95; 15 in., $13.68.

Conductor Pipe, Galvanized.—2 in., $9; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

Vaughan Post Hole Augers Lower

Winnipeg.

POST HOLE AUGERS.—Lower prices are recorded this week on Vaughan post hole augers and are as follows: 5 in., $18.00 doz.; 6 in., $19.35; 7 in., $21.25; 8 in., $23.15; 9 in., $26.00.

Soldering Coppers Again Drop

Winnipeg.

SOLDERING COPPERS. — Another drop in the prices of soldering coppers has been recorded this week and is as follows:

3 lbs. and over, 52c per lb.; 2½ lbs., 53c; 2 lbs., 54c; 1½ lbs., 55c; 1 lb., 60c.

Metallic Siding & Shingles Down

Winnipeg.

METALLIC SHINGLES AND SIDING.—A slight reduction has been recorded this week on metallic siding and shingles and they are quoted as follows:

Metallic Siding—Medium, galvanized, $10.13; painted, $7.88. Metallic Shingles—Medium, galvanized, $11.70; painted, $9.45.

Corrugated Iron Down

Winnipeg.

CORRUGATED IRON. — Reduced prices are recorded this week on corrugated iron, both galvanized and painted. The new prices are as follows:

Galvanized, 28 gauge, $9.90; 26 gauge, $10.56.
Painted, 28 gauge, $7.65; 26 gauge, $9.

Window Glass Down

Winnipeg.

WINDOW GLASS.—Prices are reduced on window glass this week. This is the first revision on this line for months. The prices quoted this week are:

16 oz., 100 ft. cases—0 to 25, $10; 26 to 40, $12.15; 41 to 50, $13.10; 51 to 60, $13.50; 61 to 70, $14.

21 oz., 100 ft. cases—25 to 40, $18.35; 41 to 50, $19.80; 51 to 60, $20.40; 61 to 70, $21.15; 71 to 80, $22.10; 81 to 85, $25.35; 86 to 90, $26.55.

Lower Prices on Metallic Cartridges

Winnipeg.

METALLIC CARTRIDGES. — Lower prices have been recorded this week on metallic cartridges, and are as follows: Dominion, 30 and 20 per cent. off list; Winchester or Savage, 40 per cent. off; U.M.C., 40 per cent. off.

Cast Soil Pipe Declines

Winnipeg.

CAST IRON SOIL PIPE AND FITTINGS.—A decline in price on cast iron soil pipe and fittings has been recorded this week and the following are the latest quotations:

C.I. Soil Pipe—2 and 3 in. 5% off; 4 in., 17½% off; 5 and 6 in., 10% off; 8 in., 10% adv.
C.I. Soil Pipe Fittings—2 to 6 in., 35% off; 8 in., 10% adv.

NEW GLASS LIST ADOPTED IN MONTREAL

The discounts on box glass list have shown variations lately between the Toronto and London quotations, and Montreal wholesalers have this week adopted a new list and are quoting 33 1-3 per cent. discount off that list. Quotations in Toronto and London markets are now 60 per cent. off list which was adopted early last year.

Pittsburgh Markets

PITTSBURGH, Feb. 3.—A slight increase in production on the part of the independent steel mills has been marked this past week, but it has been due more to the fact that several mills which have been idle for some time have accumulated sufficient orders to enable them to resume operations than to increase in demand. There is said to be a slight amount of price cutting in some finished steel products but not to any great extent, and it seems unlikely that there will be any real or general adjustment of prices for a while yet. Before that occurs it is probable that there will be a more general wage reduction, and up to the present only a limited number of the independents and none of the Corporation mills have done anything in this regard, feeling that there is little to be gained at the present time by doing so.

PITTSBURGH, February 3. — There has been a slight increase in production by independent steel mills as a whole, the average rate of output by independents now being in the neighborhood of 30 per cent., against a 25 per cent. average for several weeks. The increase in production, however, does not seem to reflect any definite increase in demand, but seems due rather to several mills chancing to resume work at the same time, after a spell of idleness in which they allowed orders and "releases" to accumulate, the releases being withdrawals of instructions previously issued to discontinue shipments on old orders. At some time in the future several mills may chance to go down entirely at the same time, and then a particularly low operating rate will be shown.

The Steel Corporation is operating at an average of about 90 per cent., on the basis of the steel ingot production. Operations have decreased slightly of late by the American Steel & Wire Company, Illinois Steel Company (operating also the Gary plant) and the Tennessee Coal, Iron & Railroad Company. The National Tube Company continues to operate full. The Carnegie Steel Company has been maintaining an average output of ingots 96 per cent. of rated capacity, and last week blew in an additional blast furnace, making 48 Carnegie stacks in operation, the largest number for months. The American Sheet & Tin Plate Company, an important subsidiary of the Steel Corporation, but one that makes very little steel, maintains its former rate of operation at its tin plate mills, but has tapered off slightly in sheet mill operations.

There is no certainty that the Steel Corporation will be able to maintain even approximately its present rate of operation for any length of time. The large mass of business the Steel Corporation accumulated on books last year has proved very sound except for a small volume of cancellations, much sounder than the independent steel producers expected would prove to be the case whenever the steel situation should turn easy, but that would not prevent the buyers from requesting that shipments be made at a slower rate. The consumer may be able and anxious to take every ton on his contract, but his rate of operation might be such as to require that deliveries originally intended to be completed by June 30 should be strung out to December 31.

Prices

There is some price cutting in a number of the finished steel products, but the cutting does not amount to much in either volume or extent. As to volume, the Steel Corporation is probably booking more business than the independents, and of course its prices are absolutely firm, while some at least of the independents are holding strictly to regular prices, yet are booking an order here and there. As to extent, the maximum shading, where there is any at all, is probably only $2 or $3 a ton.

However, this does not indicate that present prices are going to hold. There is absolutely no prospect that they will. The point is that the time is not ripe. Some day there will be a readjustment in prices to a level that will suit buyers, on the basis of the general liquidation that is now in progress. No readjustment to the eventual bottom could be made now, for it is still to be ascertained how far costs of production can be reduced, and even if the mills could name bottom prices now they would be quite indisposed to do so since buyers would not take hold freely at this time no matter what prices were named, and there is a tactical advantage in holding off from making reductions, or at any rate the last of the reductions that will have to be made.

Wages

Possibly it is largely because mills do not consider it advantageous to reduce prices at this time that they are so slow in reducing wages. No employer pretends that wages should not come down, and by a large amount, yet less than half the independents, in point of capacity, have reduced wages to any noteworthy extent, while the Steel Corporation appears not even to have considered the matter. The steel producers doubtless feel that if there were such general reduction in wages buyers would at once clamour for much lower steel prices, and there might be more lost than gained. Particularly in the Pittsburgh and Youngstown districts wage reductions have been lacking, though of course there has been some reduction in wage costs, by less efficient men being let go, and by men previously drawing bonus or special wages being released, to be engaged afresh at standard rates.

Prices and Costs

That there is room, eventually, for very considerable declines in prices is shown by the Steel Corporation's earnings reports. The year 1920 shows $177,000,000 earnings, after allowance for all taxes including the federal income and excess profits taxes, and after paying interest on bonds of subsidiary companies. That is 10 per cent. more than the corporation's earnings in the best year before the war and about two and one-half times the earnings in the poorest year. Yet the corporation was greatly handicapped in 1920. It had an average operation of only about 82 per cent., while in 1916 it had a 100 per cent. operation. Its costs were high on account of conditions in general, and there was the particular disadvantage that the costs rose to an extent by sympathy with the high costs of the independent mills, the latter caring little about costs since they advanced their selling prices. The corporation got nothing by increased selling prices but lost something by increased costs. The independents used to claim that they had to have their high prices because they were at a disadvantage by comparison with the Steel Corporation, and when pressed for particulars the chief item they mentioned was "overhead," just what before the war it used to be said distinguished the Steel Corporation. How the tables came to be turned so suddenly has never been satisfactorily explained. There is room for suspicion that many of the references to the high overhead of the independents included large dividends, bonuses, etc., in overhead. Now the independents are largely idle, and they are forced to lose the alleged overhead.

Pig Iron and Coke

Valley foundry iron has become readily available at $30, furnace, or $1.50 decline, Bessemer and basic being altogether inactive and therefore remaining at $32 and $30 respectively. Most of the merchant furnaces are idle and the few in operation are facing the prospect of having to blow out.

The better balanced mentally of the merchant furnacemen are taking no interest in pig iron prices at this time. It is a matter of indifference whether the quotable market is one thing or

Continued on page 66

Selling Paint to the Farmers

Before the Busy Spring and Summer Season Arrives is the Best Time to Urge the Buying of an Assortment of Paints and Varnishes to Have on Hand for Ready Application When Needed.

IN discussing with Hardware and Metal means of developing trade in paints and varnishes, some merchants located in rural districts, where farm business is an important consideration, have raised a number of objections to the application of the ordinary selling methods to this class of business. These merchants point out that farm trade is unique in so far as the use of paints and varnishes is concerned and as such it must be treated. For instance, there is not much point in advertising for paint business from farmers in the spring, when the farmers' busy season is commencing. Nor is there much point in going after this business on a large scale during the summer or early fall months, when the farmer is busy cultiating and harvesting his crops. In the late fall many merchants find that the farmer is not always in a good mood to consider painting. He wants a rest after his hard summer's work and if his crop has been poor he will not be a good prospect for paint business. During the winter a certain amount of painting may be done, this especially confined to the painting of implements and other interior work.

Right now, however, is a good time to approach the farmers for paint business in a similar manner to that done by the Roland Hardware Co., of Roland, Man., and as outlined in the advertisement shown herewith. This firm follows the line of reasoning that the farmer can readily see the value of paint and varnish for protective purposes and for prolonging the life of his implements and buildings, but he will not take time off during the seeding, cultivating and harvesting seasons to figure on what is required, secure the necessary materials and spend time making the application.

Therefore the suggestion is put forward that every farmer keep a stock of certain lines on hand throughout the summer, the stock to be kept where it can be readiy secured. The idea is that if the farmer has a few cans of buggy paint, barn colors, etc., on hand he will not hesitate to make the necessary application when the requirement becomes evident. There will be practically no waste of time involved and the life of the implement, the metal work or other part receiving the application of paint or var·

Continued on page 60

Roland Hardware Co.'s Bulletin

EACH DAY SEES farming placed more firmly on a business basis, which is another way of saying the business of farming is gradually becoming more efficiently handled. Within the last few years farmers have begun to realize the possibilities in a can of paint. Only by applying an occasional coat of paint can a man hope to prolong the usefulness of his implements and buildings. It has been proved over and over again that paint, because of its ability to lengthen the life and usefulness of the surfaces to which it is applied, pays larger dividends than gold mines do.

Last spring a friend of ours told us that he made 300 per cent. on the paint and time he used in repainting his flivver before selling it.

Here is an assortment that should be in every farm store —ready for use when they are needed.

Two-quart cans of buggy paint in red and black, for painting wagons, etc. A small can of aluminum paint, for interior iron work, such as stalls, stanchions. A half-gallon can of protective paint, for metal buildings. A good graphite paint is the best for this purpose. Paint over regularly all metal parts exposed on such things as hoops, turnbuckles on silos, outside hinges, door hangers, iron hitching-posts, etc. A small can of implement or spar varnish. A gallon can of barn color or house color for general repair work.

The policy of this store is to supply you with satisfactory goods at a satisfactory price. When we say satisfactory goods we mean goods made to give service. When there is an argument between quality and price, quality always wins with us. When by paying five per cent. more we can secure twenty or even ten per cent.. more service for you, we never hesitate about paying the extra five. Our customers are our friends and it would not be friendly to sell you a scamped article in the name of a bargain when we could sell you real satisfaction at a small difference.

Roland Hardware Company, Limited
Roland and Rosebank

LINKING up an appeal for more painting on the farm with the progress being made by farmers in general, this ad. by Roland Hardware Co., Ltd., Roland, Man., shows how this firm goes after paint business in a farming district.

The fact that the usefulness of implements and buildings can be prolonged by the occasional application of a coat of paint is emphasized, it being pointed out that the adequate use of paint will pay larger dividends than do gold mines (this means mines of paying variety). Mention is made of the value of painting an automobile. Many automobile owners have laid up their cars for the winter and will bring them out for a clean-up in the spring. The early mention of enamels and varnishes for this purpose should help to develop much business. An assortment of paint which should be in the storehouse of every farmer, where it can readily be secured for use on implements or buildings, is outlined. This includes buggy paint, aluminum paint, protective paint for metal buildings, implement or spar varnish, barn color or house color for general repair work. During the busy season the farmer has little time to think of painting, but the value of having such materials on hand where the necessary application can be made with no waste of time, can readily be appreciated.



EVERYWHERE ON EVERYTHING

Glidden Flat Wall Finish Insures a Steady Profit

"Save the surface and you save all" Paint & Varnish



There is always a good market for flat wall finish — especially the Glidden kind. The remarkable performance of this Glidden product wins steady customers, and steady customers mean steady profits the year around.

Glidden Flat Wall Finish presents a wonderful opportunity for the dealer. Painted walls are growing in popularity each year as people of all classes are beginning to see their advantages. They are not only sanitary, but more attractive than wall paper. Walls painted with Glidden Flat Wall Finish can be renewed frequently by merely washing them with soap and water. Being absolutely waterproof, it does not lose its soft, rich tones.

Glidden Flat Wall Finish comes in white and fourteen delicate shades; it's an ideal finish for rough or smooth plaster, as well as wood, cloth, metal or wallboard surfaces. *Write to-day for dealer proposition.*

THE GLIDDEN COMPANY, LTD.

Toronto, Ont.

Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

The Brush Department

Paint Brush Makers Are Busy

Effects of Unemployment on Brush Business—"No Price Reduction During Spring Business"—Famine in China May Make Long Bristles High in Price.

"THE paint brush makers are all busy, it being an exceptional trade in this regard," said W. G. Meakins, Meakins & Sons, Ltd., Hamilton, Ont., to Hardware and Metal. "The reason of this is," continued Mr. Meakins, "that poor times or in other words, a poor demand for other lines of merchandise, immediately brings on a large demand for common and medium priced paint brushes. The reason of this is a very simple one which can be noticed by every brush maker all over the world. It simply means that in Canada there are a great many workmen either completely out of work or working only part time. They own their own homes. They do not want to be lying around doing nothing. They have been intending to get their house painted, but on account of high prices have not wanted to have the work done by a painter. They are now out of work themselves. They quite realize that they cannot do as good a job as a qualified painter, but they go and buy a medium paint brush or possibly two. They also get enough paint to do the job, and they do all their own work. The retail hardware man should put paint and brushes to the front in hard times, as in many districts we notice they sell nearly double the quantity of medium and cheap brushes as they do in good times.

No Price Reduction During Spring

"In reference to the price of paint brushes, there will be no reduction in the price of paint brushes during the Spring business. The reason of this is that all paint brush makers have to buy their bristles practically a year in advance. The bristles come from China, are gathered in the back country and brought down to the ports where they are washed, sorted to size and prepared for shipment. These bristles are offered by the firms in China in March, April and May of 1920 and are shipped during the summer mostly in the months of July, August and September, and are received by the paint and brush manufacturers in October, November and December, and made up into brushes for the following spring, so that by the last of December every paint brush maker has all his bristles that he expects to require during the spring season, already in; probably most of the bristles further prepared for putting in brushes; many of his orders already made up and in many cases shipped. The brush maker, therefore, makes up his prices in August or September, as soon as all his contracts are made for bristle, and those prices practically must remain stationary for a year.

Prices After July, 1921

"Rearding the trend of prices after July, of 1921, bristles in China have held very firm, although the price of silver for which the native is paid for his raw bristle has gone down in value materially. The actual price of the dressed bristle in China has gone down very little, the whole matter being that the Chinaman is asking more for his raw stock than what he formerly got. The famine is going to have a very bad effect on the price of bristles and will probably make them much higher in price in a year or two from now, the reason being that the pigs will be killed much younger than they would ordinarily be killed and in consequence there will be a shortage, more especially of longer sizes, as the boar must be several years old that produces bristles from 4 to 5 or 6 inches inches long. This tendency is even showing at present with a lowering in price of short sizes for the 1922 trade and the great advance that is going on in long sizes. We have received word from China that due to the famine the bristle output this year will run 40 per cent. below the average.

"It is very difficult to state what the prices will be in July or August. Under the present circumstances, it is in this month that all the brush makers must necessarily make up their prices for the following year and although every brush maker is hoping for lower prices, the fact points to higher prices, as the prospect of a shortage, on account of the famine, seems to be growing. Although the native is paid in silver the goods are all sold in pounds, shillings and pence, and the constant advance, for which we are very glad in one sense as we would like to see the sterling exchange up near par, will, however, without doubt, make a higher price in Canadian money for their bristles, as sterling exchange advances. Therefore, the prospect of lowering prices seems a little remote as far as the paint brush industry is concerned."



W. H. GERKE

who, as announced in last week's issue of Hardware and Metal, has resigned the position of general manager of the Martin-Senour Co. in the U.S. to enter business for himself.

1921 May Beat Building Records

TORONTO. — City Architect Price looks forward to 1921 being the biggest building year in the history of the city.

"I am informed by an architect," he said to-day, "that there is $35,000,000 of work in sight."

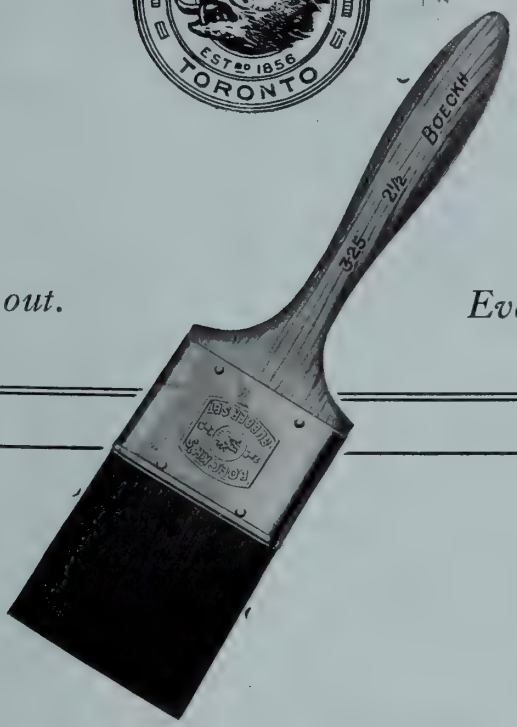
The largest building year was 1912 when the permits issued totalled $27,401,761. Next came 1911, with $24,374,539, and then 1913 with $27,038,624. There was a drop to $20,694,288 in 1914. During the past five years the permits issued represented the following value: 1915, $6.651,889; 1916, $9,881,671; 1917, $7,163,556; 1918, $8,535,331; 1919, $19819,436.

Selling Paint to Farmers

Continued from page 58

nish may be greatly prolonged by thit attention.

The farmer is now in a receptive mood for such suggestions, and the dual suggestion might be put forward in the advertising, namely, the value of the frequent use of paint on the farm and the advisability of having a handy stock of well assorted paints, varnishes and specialties for use during the summer months.



The bristles can't come out.

Every Brush Guaranteed.

BOECKH'S

Service to the Merchant

We can sympathize with the anxieties of the merchant who wants a stock and has no confidence in certainty of delivery. There are many advertisements of "promptest shipment," "highest quality," "best service," and many other worn-out and empty phrases. We make no such vague and general claims.

On orders placed *now* we guarantee shipment in time for the busy spring season. You will have the goods when you need them; not after the demand is over. At the same time we want to remind you of the well-known Boeckh service of careful attention to orders sent by mail or otherwise. It has been tested by time.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

New Box Price List on Window Glass

Lower Levels Reached on All Sizes, But Larger Declines Are on Cases of Star or Single Thick Glass.

THE opinion is expressed that the lower quotations now in effect on window glass are based on the state of the Belgion market, where the low exchange value of the franc has had a weakening effect. Supplies from Belgium to-day are also quite adequate to meet present day requirements, these deliveries showing a great improvement in recent months.

Whether prices will remain firm at the new low levels seems doubtful. However, an easier tendency is improbable unless price-cutting becomes evident. This condition will not likely be brought about as a loss has already been sustained on stocks on hand to acquire the low quotations now given. Keen competition among importers, jobbing houses and local manufacturers, each after a larger share of the glass trade, may have uncertain results. Viewing it from a productive or replacement basis, slightly higher prices may be looked for. The value of the franc has gained on the New York and Montreal markets since present stocks were bought, and if a continued gain is made Belgian glass will cease to be the cheapest market on which to buy.

On the new list prices now in existence, a reduction of nearly 50 per cent. is made on the first cut of star or single thick glass. Where a case under 25 inches formerly cost net $13.93, new quotations now show it at $7.33 net. Double diamond or 24 oz. glass under 60 inches, was formerly net $21.56, while the new quotation for the same size is $16.00, a reduction of nearly 25 per cent. List prices are shown elsewhere in this issue.

NO WORD OF PRICE CHANGES ON PAINT

Up until time of going to press no announcement concerning price changes on paint or varnish has been forthcoming from the afternoon session of the meeting of the Canadian Paint, Oil and Varnish Association being held in Montreal. No changes were decided upon at the morning session.

Promotion on Brandram-Henderson Staff

Montreal.—C. V. Johnston has been appointed assistant sales manager, central division of Brandram-Henderson Limited, at Montreal.

Mr. Johnston has had a wide training for his new duties. During his association with the company he has been a salesman, and for the past three years has acted as secretary to W. S. McLennan, general sales manager. He will have supervision of sales for Eastern Ontario and the province of Quebec.

Ready For the Export Trade

Guelph, Ont.—The International Malleable Iron Company, Guelph, have installed, in an addition to their plant, complete equipment for the machining of their malleable and cast iron pipe fittings and malleable and gray iron castings. This plant has practically doubled in capacity in the last five years. The company's sales organization includes the following representatives: Halifax, Geo. D. Hatfield, Bedford Chambers; St. John, N.B., H. G. Rogers, 147 Prince William Street; Winnipeg, Harry F. Moulden & Son, Confederation Life Building; Vancouver, Cyril Ames, Wilton Block. The Toronto and Montreal fields are taken care of from the head office, Guelph. Arrangements are being made whereby the company will be capably represented in the development of fittings business in foreign markets.

Expect Early Activity in Naval Stores

PRIVATE transactions between factors and dealers go on in a moderate way, but no fresh stimulus has come to the situation, here or in any other market, says the Naval Stores Review, Savannah, Ga. Consumers come in lothfully and buy sparingly, seem to hesitate at all times as to what their policy shall be with regard to turpentine and rosins, and put off the actual purchase until forced in by immediate necessities. Until this spirit changes for one of more confidence the hand-to-mouth policy in buying is apt to continue. Spring time will draw on rapidly now and with it there generally comes a more insistent and a larger volume of demand that eats up the early offerings from the woods. Dealers feel that by March the betterment in general business conditions throughout the country will have become more manifest, that with easier money markets and depleted stocks in retailers' hands a spurt in the movement of naval stores into general trade is then assured, and the beginning of the general uplift will be noticeable. There is no foreign demand to speak of just now, but while the present season will close with conditions disorganized in large consuming countries as a result of the value shrinkages and the atmosphere of doubt in business circles the coming season is apt to see as a whole exports fully equal to if not above those of the current naval stores year.

Price Tendency From 1913-1921

SOME indication of the trend of prices on a number of basic lines in the hardware trade from 1913-1921 is gleaned from the table shown herewith as prepared by the Commerce Monthly. The quotations are on U.S. products but the range on Canadian products has been approximately the same.

	1913	1914	1915	1916	1919	1920	1921
Copper	17- 16.37½c	14.12½- 11.37½c	13.75- 18.00c	23.62½- 28.50c	20.00- 22.25c	19.25- 16.25c	13.25c
Pig Iron, gross ton	$16.35	$12.50-$13.00	$12.50-$15.00	$17.75-$20.00	$30.00-$25.75	$37 00-$46.00	$30.00
Steel billets, gross ton	$29.00	$20.00	$19.00-$25.00	$33.00-$45.00	$43.50-$38.50	$45.00-$55.00	$43.50
Lead, per lb.	4.35c	4.10- 3.50c	3.70- 4.50c	5.90- 7.00c	5.62½- 6.35c	8.75- 7.60c	5.00c
Petroleum—							
Pennsylvania, per bbl.	$ 2.05	$ 2.50-$ 1.45	$ 1.50-$ 1.75	$ 2.25-$ 2.50	$ 4.00-$ 4.25	$ 5.00-$ 6.10	$ 5.75
Kansas, Oklahoma, bbl.	.83	$ 1.03-$ 0.55	.55- .80	$ 1.20-$ 0.90	.....-$ 2.25	$ 3.00-$ 3.50	$ 3.50
Rubber (Para), per lb.	$ 1.11	$ 0.73-$ 0.63	$ 0.75-$ 0.54½	$ 0.86-$ 0.74	$ 0.60-$ 0.53	$ 0.49-$ 0.24½	$ 0.18
Cotton, per lb.	12.50c	12.88- 6.75c	7.75- 12.00c	12.19- 16.81c	29.00- 35.00c	40.25- 20.25c	15.00c
Zinc, per lb.	7.10-5.20c	5.10- 4.60c	5.95- 13.00c	17.75- 9.50c	6.75- 7.50c	9.10- 7.30c	5.55c

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

The Financial Post
143 University Avenue
Toronto, Canada

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

IT is said the world receives most of its impressions through the eyes. There is great truth in this, and that is the reason why the label of Berry Brothers instinctively conveys the impression of the utmost value in Varnishes, Enamels and Stains.

"Berry" products have been demonstrating their high quality since 1858, and that is why the label is an efficient salesman.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Company, Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

2 80

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, February 3rd.—An outstanding feature in this week's markets is the issuing of a new box price list on window glass. This new list shows reductions from 20 per cent. to 50 per cent. on the different cuts. The demand continues very light on glass and whether these new prices will stimulate business is a question.

Linseed oil has declined five cents a gallon, and turpentine ten cents per gallon. White lead and putty hold, with prices unchanged, shellac continuing to be very unsettled.

An increased volume of business is noted in paint and varnish and allied products. Sales are somewhat smaller than last year's spring bookings, but are regarded as satisfactory by the paint manufacturers.

New Window Glass List

Montreal.

WINDOW GLASS.— Following the unsettled condition of the window glass market, new lower prices are now in effect, and a new box price list is now issued. A keen competition has been in evidence for the past few weeks between the importers of Belgian glass, American glass and our own Canadian manufacturers. Whether any further reductions will be made is very hard to determine at the present time, but considering the recent advance in the Belgian franc, the freight rate and exchange from America, lower prices are hardly probable.

Below is the new box price list:

United inches	Star or 16 oz.	Double or 24 oz.
Up to 25	11 00	16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37 25
95 to 100	.....	43.75

Discount box glass, Montreal, 33 1-3%.

Cut size sheet glass, 60% off list of November, 1919.

Linseed Oil Again Reduced

Montreal.

LINSEED OIL.—A further decline of five cents a gallon has been made in linseed oil this week. The flax market is very uncertain, with fluctuations from week to week. If a continued weakness is shown on the flax market, even lower prices than now quoted may be expected. The demand continues light, although sales are somewhat improved from the last few weeks.

1 to 2 barrels	1 04	1 06½
5 to 10 barrels	0 97	1 00

Turpentine Still Lower

Montreal.

TURPENTINE.—Quotations on turpentine this week show a reduction of from 10 to 12 cents a gallon. The market on this product may well be described as stagnant, practically no sales being made. This may be expected, however, considering the easing of the turpentine market. An improvement may be looked for with slightly higher prices when the season opens and the demand becomes much heavier.

Local quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 12
Broken lots	1 16

White Lead Continues Firm

Montreal.

WHITE LEAD IN OIL.—Prices remain unchanged on white lead in oil with very little business offering. The new quotations given out at the first of the year have held very firm with no change having been made.

These quotations are as follows: $16 per 100 lbs. in 5 ton lots, $16.50 in one ton lots, and $16.85 in less than ton lots.

Putty Holds Unchanged

Montreal.

PUTTY.— Prices on putty continue firm and unchanged. Very few sales are being made, this however is considered only seasonable.

Quotations are:

Standard Putty—	5 tons	1 ton	Less ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Paint Sales Improving

Montreal.

PAINT AND VARNISH.—With the approach of the spring painting season, sales of paint and varnish steadily improve. Deliveries of spring orders are being made now and although not as large as last year, business continues quite favorable.

Shellac Market Still Unsteady

Montreal

SHELLAC. — The shellac market continues very unsteady, with different prices quoted by the various manufacturers. A slight decline may be noted from last week's prices, although it still remains difficult to determine the prevailing market quotations. Orange shellac in barrels, $5; in one gal. jugs, $5.25; white, in barrels, or 5 gal. jugs, $5.75; in one gal. jugs, $6.

Toronto

TORONTO, Feb. 3.—Business continues quiet in paint and varnish and allied products, although a slight improvement is noticed each week by the manufacturers in the number of orders received.

No changes of any note are recorded this week in prices, the chief probably being easier quotations on shellacs. Linseed oil and turpentine continue quiet and show a continued tendency towards lower levels.

White lead in oil, putty and other lines are holding unchanged.

Window glass is selling at the lower quotations noted last week and the decline in this line seems to have become general.

White Lead Holding

Toronto.

WHITE LEAD IN OIL.—No changes have been made in white lead prices and quotations remain at prices made three weeks ago, which will be found on current market pages.

Business continues quiet and although it is believed by some that the trend of the market will be upward, others are looking for the reverse, and expect that there will be further reductions in prices.

Prepared Paints Move Slowly

Toronto.

PAINT AND VARNISH.—Business in prepared paints and varnish is said to be showing a slight improvement each week, but the paint manufacturers are not disguising the fact that the volume of busi-







How About Your Spring Stock?

Have your shelves a complete line of the Moore Products? Read this list and see: "Impervo" Porch and Deck; "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel; Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain. Sort up and order now.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

A Post Card Will Bring Full Particulars





MOORE'S Guaranteed PAINTS

If interested tear out this page and place with letters to be answered.

ness is below that of last year. This is regarded as the result of careful buying by the retailer and no fault is found with that, but there is a considerable amount of holding off on the part of buyers and the result will be it is expected that there will be a sudden demand on wholesale stocks when the season opens up. No changes are reported in prices.

Lower Shellac Prices

Toronto.

SHELLAC.—An easier tone is reported in shellac markets and quotations are showing some declines. Barrel prices on orange are now $5 per gallon, and $5.50 for white. Quotations are $5.50 for orange and $6 for white in gallon jugs. Business is quiet at the present time on this line.

No Change in Putty

Toronto.

PUTTY.—Prices are held unchanged on putty and no alteration seems to be expected in quotations. Sales are light, and are reported to be if anything below the average for the time of the year. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Glass Low; Prices Hold

Toronto.

WINDOW GLASS.—There is little change in the window glass situation this week. Quotations of 60 per cent. off list have become general for Belgian glass, and sales are reported to have shown a little improvement. Although stocks on the whole are not believed to be heavy the decline in price will mean a big loss to some of the wholesalers.

Turpentine is Easier

Toronto.

TURPENTINE.—A lower tendency appears probable in turpentine this week and Southern primary markets show unsettled conditions with prices nominal. Trade is still quiet and inactive, and quotations here are 10 cents lower.

Turpentine—	Per Imp. Gal.
1 barrel lots	$1 20
2 to 4 barrel lots	1 19
5 gal. lots	1 35

Lower Tendency on Oil

Toronto.

LINSEED OIL.—The market trend in linseed oil is lower again this week, and quotations are down 7 cents. The present price of oil is regarded as very low and though there is a possibility that even lower quotations may be made it is felt that at present prices there is little inducement for buyers to stay out of the market. Following are the latest quotations:

	Raw.	Boiled.
1 to 2 barrels gal.	1 00	1 03
3 to 5 barrels, gal.	0 99	1 02
6 to 9 barrels, gal.	0 97	1 00

Less quantities add 15 cents per gallon.

Selling British Made Goods

(Continued from page 43)

should be an incentive to double our membership, as the governing authority of such an enormous organization is, in time, bound to prove beneficial to our mutual interests.

Central Office

For the purpose of co-ordinating the business of the Montreal and Toronto branches, especially in dealing with overseas correspondence, it was unanimously decided by your respective councils to establish a central office at 39 Richmond St. East, Toronto, which is now suitably furnished in order to afford greater convenience and accommodation for businessmen interested in British manufacturers, and who wish to get in touch with the Association.

Excise Taxes

When the new excise taxes were enforced this association added its protest to those of other representative bodies, as a result of which modifications were made to advantage of the importers of British-made goods.

Customs Valuation of Invoices

During the past year the question of the value of invoices for duty purposes arose, and in order to meet the suggestions from various members a deputation consisting of Montreal and Toronto branches waited upon the commissioner of customs at Ottawa, with the result that the authorities decided in July last to accept for the purpose of appraising duty the pound sterling at the current rate of exchange. This is one achievement which the members, their customers and the British exporter should appreciate, and I consider this action alone should justify the association's existence.

Chamber of Commerce

A welcome was extended by this association to the deputation of the Allied Chamber of Commerce of the Empire who visited this Dominion in September last, and a communication was received from Lord Desborough, president of the Imperial Chamber, thanking the association and regretting the short duration of their stay with the many calls made upon the delegates would not permit of a special meeting being held.

Election of Officers

The elections of officers resulted as follows:

President of both Montreal and Toronto branches, Major John Harris.

First vice-president of Toronto branch, C. W. Beal.

Second vice-president, Harold Wilson.

The president of the two organizations, Toronto and Montreal, is elected alternately from these places, the selection coming this year to Toronto as it had the greatest paid-up membership. Members of the Toronto council were elected as follows: Messrs. R. D. Harling, W. G. Patrick, W. Bruce Morrow, Arthur C. King, R. W. Paton, James Haywood and John Wilson.

Pittsburg Markets

(Continued from page 57)

another. What they are thinking of is costs. The costs will have to be reduced, there being confidence that when costs are made right the market will take care of itself. There is coke, for instance, now held at $6.00 as a contract price, though odd lots for spot shipment can be picked up at $5.00 or less. Two or three months ago the Connellsville coke operators were talking about holding out for one price or another, even prices higher than $10, and keeping their ovens idle until furnacemen should become willing to step up to the counter and buy at the seller's idea. Now the coke operators are hoping for reductions in costs. They need hardly anything but two things, contentment with lower profits and lower wage rates.

Want Duty on Fluorspar Imports

Belleville.—Hastings county council has gone on record as favoring a memorial to the Finance Minister, urging that at the next session of the Federal Parliament legislation be passed imposing a duty of $5 per ton on imports of fluorspar. This is one of Hastings' most important mining industries, and it has almost been killed by the lack of a permanent market. To-day there is a duty of $1.50 on fluorspar entering the United States and it is proposed to have this raised to $5. United States fluorspar is admitted into Canada free.

Increased Imports of Gasoline And Oil

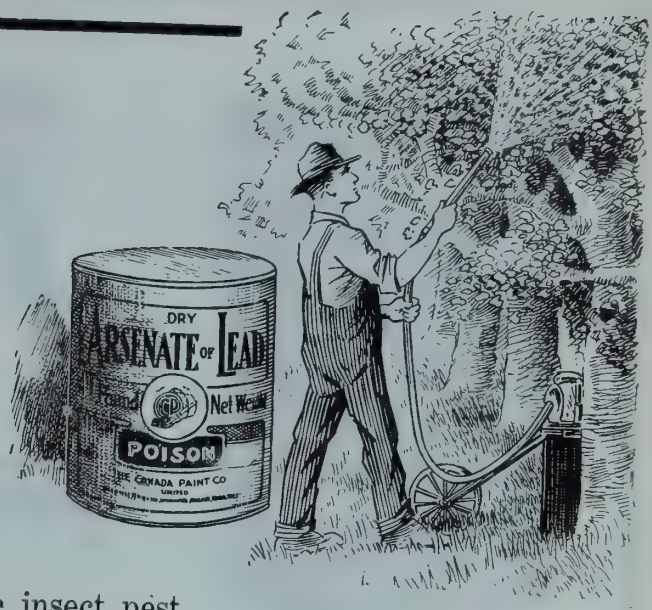
Canada has increased its consumption of gasoline and crude oil in the two years since the war. In the first 11 months of last year 1,262,000 barrels of gasoline were sent to Canada from the United States, while in the same period of 1918 the exports to the Dominion amounted to only 662,000 barrels. At the same time the quantity of crude oil sent to Canada from the United States increased from 4,226,000 barrels in the 1918 period to 6,040,000 barrels in 1920, or nearly fifty per cent.

Nails Added to U.S. Tariff Bill

The latest acquisition to the U. S. emergency tariff bill is nails. Senator Moses suggested this measure to protect the U. S. nail industry.

Canada's trade with the U. S. in nails has been of fairly large proportions recently. Figures for November, 1920, show exports of Canadian nails to the U. S. of 151,892 cwt., valued at $994,436.

The Quality of the Insecticide is Everything



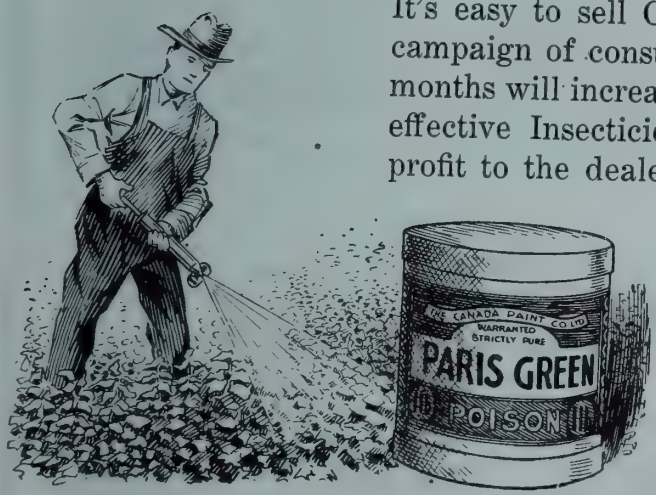
The mere spraying of fruit trees and vegetable plants is not by any means an assurance of protection against the destructive insect pest.

Best results can only be obtained by the use of first quality sprays.

DEALERS HANDLING

C.P. INSECTICIDES

are in a position to meet the spraying requirements of every farmer and fruit grower with the right quality spray for every purpose. The poisoning strength and killing power of these Insecticides assure complete control over the insect menace without the least injury to foliage or fruit.



It's easy to sell C. P. Insecticides. A well-placed campaign of consumer advertising during the coming months will increase the already big demand for these effective Insecticides and bring added prestige and profit to the dealer selling them.

C. P. Insecticides include

DRY LIME SULPHUR
PARIS GREEN
SPRAYIDE
ARSENATE OF LIME
ARSENATE OF LEAD
(DRY AND PASTE)

Write for full particulars and prices.

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered.







Floglaze

Registered

"The finish that endures"

Floglaze can be used for finishing and refinishing a thousand and one articles of domestic use in and about the home. It can be used for an infinite number of purposes on the farm and in the workshop, for the decoration of walls and the protection of exterior architectural surfaces. Whether the material is of wood, metal or concrete, Floglaze can be used to finish or re-finish it with a brilliant, glossy, hard-wearing surface.

Floglaze is adapted to a multitude of uses.

By adapting Floglaze to a multitude of uses rather than devising a special line for every special purpose the retail paint and varnish department can be relieved of any necessity of making too great an inroad on capital investment, and overhead charges can be greatly reduced. By increasing the number of uses of Floglaze, turnover becomes more frequent and profits larger.

Floglaze has made history in the Canadian paint and varnish market. No other proposition has the same sound technical and practical experience in its make-up. No other proposition has the same unique advertising and marketing features. No other proposition offers the same opportunity for profit.

"Save the surface and you save all" Paint ~ Varnish

If interested tear out this page and place with letters to be answered.

Floglaze

Registered

"The finish that endures"



Floglaze Quality

The quality of each brand of our Floglaze family is uniform throughout. Whether applied on a floor, on a door, on an automobile, or on a picture frame, it gives a constant maximum service that is to be expected for each purpose.

The Floglaze Family



Floglaze Home and Farm

Floglaze Lac-Shades

Floglaze Exterior Surface

Floglaze Porch and Veranda Floors

Floglaze Velvet-Finish

Floglaze Art-Shades

Floglaze Auto-Finis e



Our booklet "A Guide to Larger Profits" tells the whole story in detail. Send for it to-day and we will outline our special agency proposition for you.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co. Ltd.
155 Pender Street West
Vancouver

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint and Varnish Limited
243 Beaver Hall Hill
Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.R. do.	.....	.....	18.70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144.50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.

Standard Quality, 15/10%.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb., $2.10.

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	6.00	20/16	14.00
6/16	6.00	21/16	16.00
7/16	6.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 17½%.
Gilmour Auger Bits, 7½%.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 30%.
Irwin Car Bits, add 22½%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$6 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.

Machine Bolts, 7-16 in. dia. and larger, 5%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20%.

Square Head Blank Bolts, 5%.

Bolt Ends, 5%.

Plow Bolts, 1, 2, 3 head, 15%

Plow Bolts, others, net extra, 20%

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Tire Bolts, 40%.

Stove Bolts, 57½%.

Nuts, 2 in., and smaller, square Blank, add to list $2.00.

Nuts, 2 in., and smaller, square Tapped, add to list, $2.50.

Nuts, 2 in. and smaller, hexagon—Blank, add to list, $2.25.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list, $2.75.

Tterms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets,, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beatuy	10 00
Royal Blue	14 95

BUTTS

Wrought Steel:—

No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal. London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $10.80 to $13.50; No. 1, $11.70 to $13.50; No. 2, $11.70 to $15; No. 3, $12.60 to $16.50; No. 4, $14.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto. Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $8.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 35	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton. London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 34	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 36	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 40	....
Polished and Tinned, 16 oz. and heavier, lb.	0 44	0 45
Tubing, lb.	0 42	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton. London.

CROWBARS—$10.50, $11.00 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	
2 ft. 10 in., doz.	
3 ft. x 7, doz.	

Prices withdrawn

DRILLS

Standard Lists.

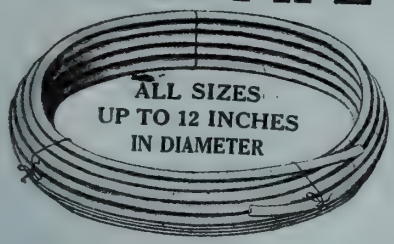
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.80
5/32	.45	⅝	1.90
3/16	.50	21/32	1.45
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.95
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

"Pussyfoot" Closet Tanks

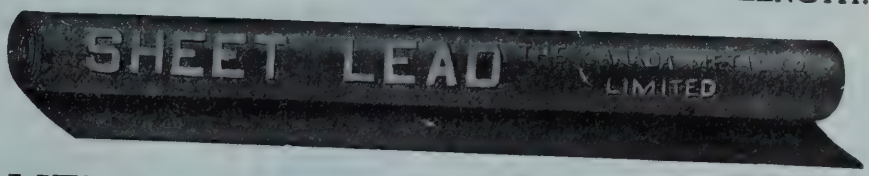
"Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

CARTER'S

Stock It For Your Painter Customers—

CARTER'S GENUINE DRY RED LEAD

A high grade Red Lead that is always pure and uniform. When mixed with pure linseed oil it furnishes an easy spreading and economical surface protection for iron work, metal work, steam pipes, etc.

The same standard of goodness is characteristic of the other Carter products—Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge.

Keep a supply of all four on hand. You'll find them worth while.



The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins


"Oil Cup"


"Ratchet"



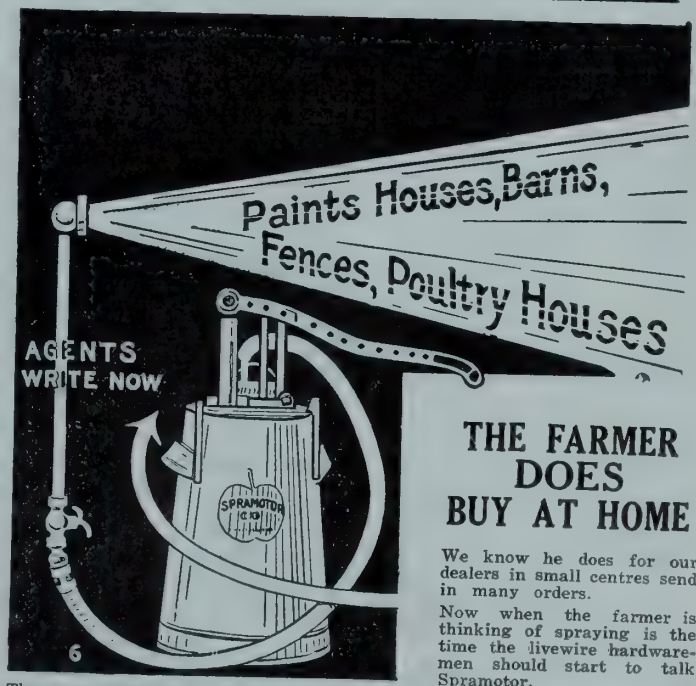

"D"




"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR



THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the livewire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragment, and the sale is made.

Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

SPRAMOTOR CO. **28 King Street, London, Canada**

AGENTS WANTED EVERYWHERE

Spramotor
It isn't a SPRAMOTOR unless we made it.

BRITISH AND FOREIGN AGENTS, WRITE

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, 20% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 26	0 36
C	0 17	0 26

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch		
4-inch		
5-inch		
6-inch		
8-inch		
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each

Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	13 00
Popular, No. 1	18 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 80
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 85
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.25 base; Toronto, $5.25.

F.O B. Montreal, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed,

Sault Ste. Marie, Port Arthur, Fort William, base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.75; London, $7.15 base; Toronto, $7.30.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



Making Friends For You

The good folks in your town who read the Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's or World's Work are finding many appealing suggestions in those charming Tommy and Betsy advertisements.

Vitraliting the kitchen chairs, the thought in the April issues, will make good sales for you — if you have Vitralite Tints. Perhaps you don't know about the introductory proposition, but we'll mail the whole story if you say so.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2¼"	4 75
9	2 11-16"	4 50
10	2⅜"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 56.1
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Imp. brand Sheathing	$7 75	
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18	40
3 in. in 10-ft. lengths, list.	22	30
4 in., in 10-ft. lengths, list.	29	60
5 in., in 10-ft. lengths, list.	40	00
6 in., in 10-ft. lengths, list.	49	00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets 23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 10% off; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Everlastic Liquid Roofing cement—Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 26
Beaver Manila basis	0 21
New Zealand hemp basis	0 21
Sisal basis	0 19

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 19
Double lath yarn	0 19½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 35

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 20
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Introducing

TRADE
ELASTICA
MARK.

PAINT AND VARNISH PRODUCTS

to

Western Canada



The International Varnish Co., Limited, manufacturers of ELASTICA Paint and Varnish Products, is well and favorably known to the Western hardware trade as manufacturers of the highest grade Varnishes and Varnish products.

Some years ago this Company, having such wide distribution of their Varnish products and having the very best facilities, decided to branch out and enter the paint manufacturing field also. Such success has been met with throughout Eastern Canada in introducing the full line of ELASTICA PAINTS AND VARNISHES that it has now been decided to open a branch warehouse and office at Winnipeg to serve the provinces of Alberta, Manitoba and Saskatchewan with the full line of ELASTICA products.

The Winnipeg branch will be open for business at once, and will be in charge of Mr. J. P. Cookson, who has been connected with the Paint and Varnish industry in the West for many years past, and whose knowledge and experience of the needs of the Western trade make him the ideal man for the position. We invite dealers in the Western field to write our Winnipeg office for an ELASTICA agency proposition.

INTERNATIONAL VARNISH CO. LIMITED.

MONTREAL
WINNIPEG

TORONTO

HALIFAX
VANCOUVER

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	...	
26 gauge	...	
24 gauge	...	
22 gauge	...	
20 gauge	...	
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60% off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.
1921 prices not yet issued.

500 feet	....
550 feet	....
600 feet	....
650 feet	....

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard	30%
Nos. 1 and 2	30%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7½%
Jenkins Globe	10%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal. Toronto. London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	2 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern: 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 297

What do you know about the Galvanized coating on Sheets?

As a user of Galvanized Sheets, you naturally want value received. *Do you know what real value is?* Granted a good workable black sheet to begin with—

It must be thoroughly pickled to remove scale.

It must be absolutely cleaned after pickling.

The flux to prepare sheet for coating *must be exactly right.*

The zinc itself *must be virgin metal.*

The heat *must be exactly right* at all times.

All these go to make a perfectly coated Sheet and don't forget that the *weight of coating determines the amount of service you'll get.*

Every Premier Galvanized Sheet is made in the above way, and there's no skimping on the weight of metal coated on Premier Sheets.

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	30
Golden ocre, 100-lb. kegs	09
White ochre, 100-lb. keg	06
Do., barrels	05
Yellow ochre, barrels	04-05½
French ochre, barrels	10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass, Toronto 60%; London, 60%.
Cut size sheet glass, 60% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 17c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
I.V. Perfection	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—	
Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80		27 00
81 to 84		34 00
85 to 90		36 50
91 to 94		37.25
95 to 100		43.75

Discount box glass, Montreal 33 1-3%.
Cut size sheet glass, 60% off list of November, 1919

PUTTY
See Weekly Report.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC	Pure white	Pure orange
Per bbl.	$5 75	$5 00
Gal. jugs	6 00	5 25

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	$ 50	$ 50
Coralite	9 50	9 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED	Fancy	
No. 1	0 15	
No. 7	0 13½	Lion 0 13½
No. 1A	0 12½	Standard 0 12
No. 1B	0 11½	Popular 0 10½
		Keen 0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

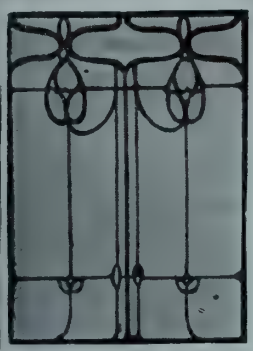
WOOD ALCOHOL	Per gal.
In five gallons	$2 75
Methylated Spirits	1 90-2 55

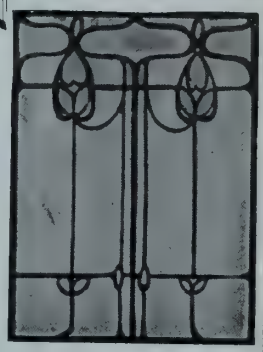
F.o.b. Montreal, Toronto London

GLASS









Service

We can give you prompt deliveries and careful packing. It makes no difference whether your order is large or small, the same careful attention is used. We have complete stocks of all lines at any of our warehouses; plate glass, bevelled plate mirrors, wired, leaded, and window glass. A post-card will bring our catalogue and price list.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

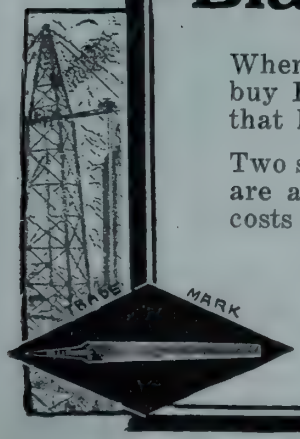
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $16,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers' Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin . . ..40% on list

Gilmour .....10% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides, tanned. $2.50 per lb.; cut, $3.00 per lb.: rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 42
3 x 3 in.	0 43
3½ x 3½ in.	0 45
4 x 4 in.	0 56
4½ x 4½ in.	0 82
5 x 5 in.	1 40

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	5 50
20 oz.—54 lbs.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.

Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .....$0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.

Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in	$10 00	.....
26 to 40-in.	12 15	18 35
41 to 50-in	13 10	19 80
51 to 60-in.	13 50	20 40
61 to 70-in.	14 00	21 15

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	**Doz.**
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.

Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.

Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in, $2.10; 10 in., $2.75.

Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.

Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.

Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.

Corrugated Tee—4 in, $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.

Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $14.

LEAD WASTE, $13.66.

WHITE LEAD

Decorators' pure, 100-lb. tins. $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Downswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 8	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.30 base; Winnipeg, $6.95. Cut, f.ob. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 85
Polarine heavy	1 85
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
Senour's Floor	4 35
M.S. Neutone, White	4 00
M.S. Neutone, Colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING	
Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $18.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY	
100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 55c; No. 10, 59½c; No. 12, 64c.

ROPE

British Manila—¼ in., 5-16 in., 25½c; ⅜ in., 25c; 7-16 in., ½ in., 9-16 in., 24½c; ⅝ in., 24c; ¾ in. and larger, 23½c.

Pure Manila.—¼ in., 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ in., 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Sisal—¼ in., 5-16 in., 23¼c; ⅜ in., 22¾c; 7-16 in., ½ in., 9-16 in., 22¼c; ⅝ in., 21¾c; ¾ in. and larger, 21¼c.

Lath yarn, 21¼c.

Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 50
½	0 43	7 55	0 43	7 65
1	0 48	8 55	0 45	8 30
1½	0 52	9 95	0 50	9 ..
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS	
No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.55; Fort William, $7.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 35	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—	
Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE	
Cream, polishing	$0 30

WHITE	
XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED	
Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 35
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	18 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.85 Winnipeg; Glidden Cattle, 2-pt., $5.65 Winnipeg; Baker, 2-pt., $5.55, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.

Patented screen in 100-ft. rolls. $3 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.20; No. 12, $7.40; No. 14, $8.40; No. 15, $7.95; No. 16, $8.40 per 100 lbs.

WRENCHES — NUT	
Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 30
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	— Dozen— Black	N. P.
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	76 00

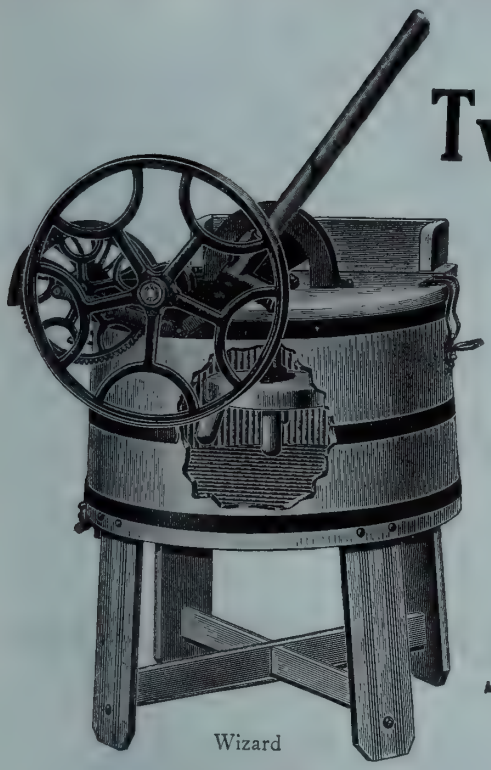
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Two Washing Machines That Sell

They Bring Relief for the Housewife and Sales for the Dealer



Wizard

WIZARD

High Speed, Ball Bearings, Cut Gears. Tub is Made of Selected Louisiana Cypress. Handsomely Finished With Most Lasting Materials. With Wringer Attachment and Double Socket for Handle.

Wizard—Same style as Quality Washer, but made in Canada.....each $28.20

WEIGHT EACH 95 LBS.

The Wizard washing machine runs **EASIER** and with **LESS NOISE** than any other washing machine. Tub is extra large, capacity being about one-third more than any other machine. All gears are protected with shields—proof against accidents.

POWER PULLEYS

For Wizard or Eclipse Vacuum Washing Machines

Power Pulley—Diameter of Pulley 8 inches, with a 2-inch face, weight 5½ lbs., each $2.05

The illustration shows how easily the Wizard or Eclipse Vacuum Washers can be attached to any line shaft and operated by Gasoline or Steam Engine. The Pulley is held firmly to Fly wheel by Iron clamps, bolted to the spokes of the Fly wheel and is easy to put on or take off.

Modern housewives demand relief from the slavery of the old-style, health-destroying wash tub. The two machines herewith illustrated will bring that relief, with improved health. You will find them profitable lines to handle.



Sanitary Diamond "A."

SANITARY DIAMOND "A"

The spiral cut gears make the "Sanitary" machine as noiseless as it is possible to attain.

All gears are covered, guaranteeing safety in operating. The lid has assisting springs, so that the lifting of the cover is made easy. The cover lock used on the "Sanitary" is superior to any used on washing machines.

The construction of the "Sanitary" makes it easy to wash either the heaviest blankets or most delicate laces. In operating the "Sanitary" machine there is less wear on the clothes than even by the old washboard and tub method.

The tub is made of the best quality Cypress, and is handsomely finished.

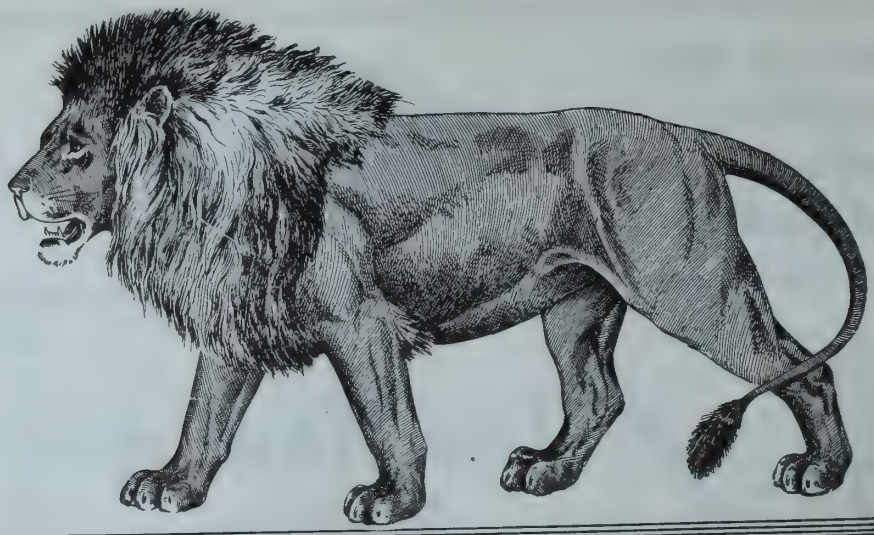
The J. H. Ashdown Hardware Co., Limited

Winnipeg

Calgary **Saskatoon**

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HARDWAREMEN WILL BE WELCOMED AT BOOTH NUMBER 4 AT THE

HAMILTON CONVENTION

You will be welcome anyway, of course, and a visit to Booth 4 will net you a cordial reception and a renewal of acquaintance with Canada's best rope.

Nobody is going to thrust Lion Brand Manila Cordage on you, but it will be a splendid opportunity to see this celebrated rope, to examine it, and compare it with others.

The several lines of Binder Twine—"Blue Ribbon," "Red Cap," "Tiger" and "Standard"—will be there to remind you of the needs of your farming customers. See these Binder Twines with the most strength and yardage, and free from bunches and knots.

Consumers Cordage Company Limited
Montreal, Canada

Agents and Stocks

Tees & Persse Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. Jas. Bisset & Co., Quebec, Que. Macgowan & Co., Vancouver, B.C.

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We Guarantee Every

North Star Battery



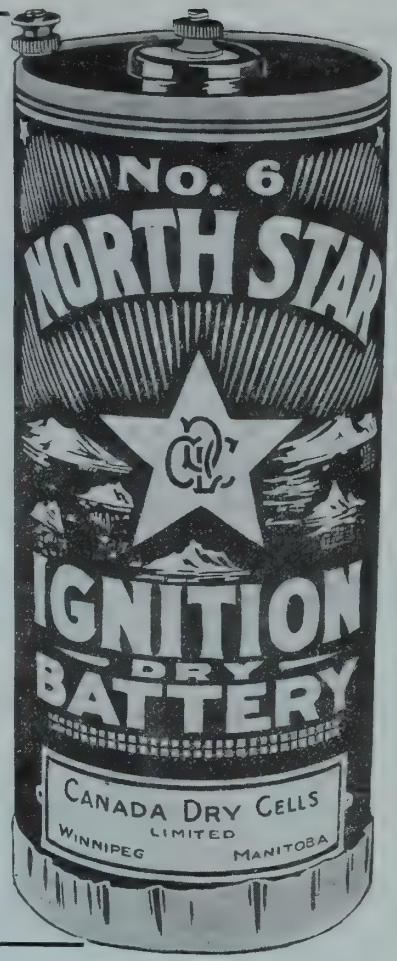
We guarantee every North Star Battery to be perfect in workmanship and material, and to last longer than any battery made in Canada.

We are using methods in constructing dry cells known only to us, and users are getting the benefit.

North Star Batteries will not swell like mushrooms, because a specially prepared compound is used in manufacturing them.

Our guarantee is that if the consumer is not satisfied we stand the loss, and do it cheerfully.

Sold everywhere by leading jobbers.



Canada Dry Cells Limited
Winnipeg, Manitoba



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Auto Accessories, Equipment and Supplies. (Jobbers)
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Kales Stamping Co., Limited, Walkerville, Ont.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., Ltd., St. Catharines, Ont

Bolts, Flush
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.



Advertising that reaches *your* customers

This year's advertising of the famous Barrett Products will cover Canada like a blanket.

35,000,000 Advertisements. Think of it!

And they will reach consumers of every class, all over the Dominion:

6,500,000 advertisements in leading farm papers going to the farmers of Central and Western Canada. (12 issues, 545,000 circulation each issue)

5,750,000 advertisements in weekly newspapers going to farms and small towns of Quebec and Maritime Provinces. (28 issues, 206,000 circulation each issue)

23,500,000 advertisements in Montreal daily newspapers, covering Montreal City and adjacent territory. (Twice a week, 251,000 circulation each issue)

250,000 advertisements in leading technical magazines reaching railroads, manufacturers, contractors and other large consumers. (12 issues, 20,500 circulation each issue)

These advertisements will be attractive in appearance and filled with strong selling arguments. They will tell why Barrett Products are superior to all others—why they give unfailing satisfaction and save money for the user.

They will bring a big volume of new business to every dealer who is ready to supply the demand.

This is an opportunity you can't afford to miss. If you have not already received a copy of our latest Price List, write for it today.

The well known Barrett Products which will be featured in our big consumer advertising campaign, include:

Everjet Elastic Carbon Paint
Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Liquid Elastigum
Creonoid (Fly Oil) Cow Spray and Lice Destroyer

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
ST. JOHN, N. B.

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THE BUYERS' GUIDE

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

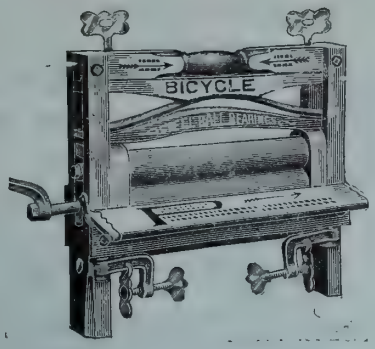
Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

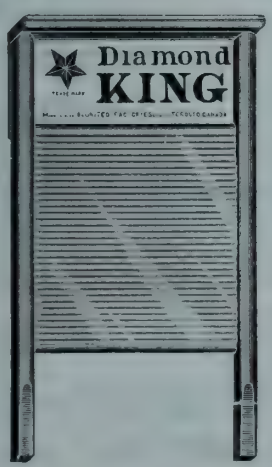
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.









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Re-acting Washer

Mangles

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Wringers

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"Aero" Clothes Line

"Aero" Clothes Line Pulleys

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THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skreme Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavestrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
Jonn Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Annett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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It especially appeals to up-to-date farmers who are not yet prepared to invest in the higher-priced "Seafoam" washing and wringing outfit.

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THE BUYERS' GUIDE

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, C
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

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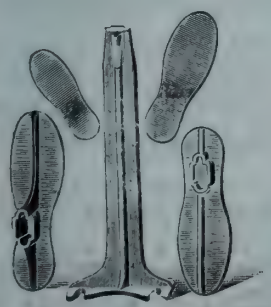


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THE BUYERS' GUIDE

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co. Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Toronto.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
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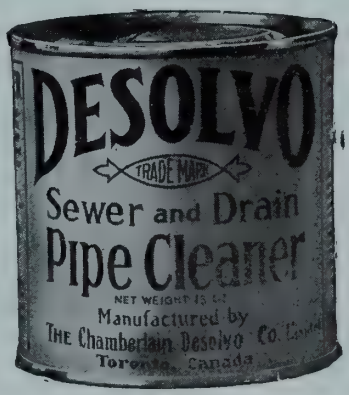
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Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bullock, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

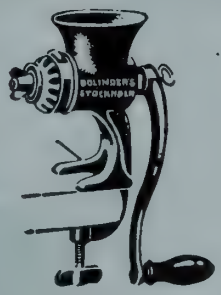
Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

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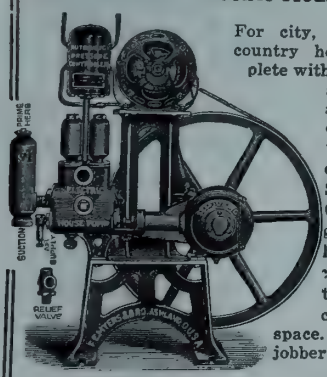
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Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

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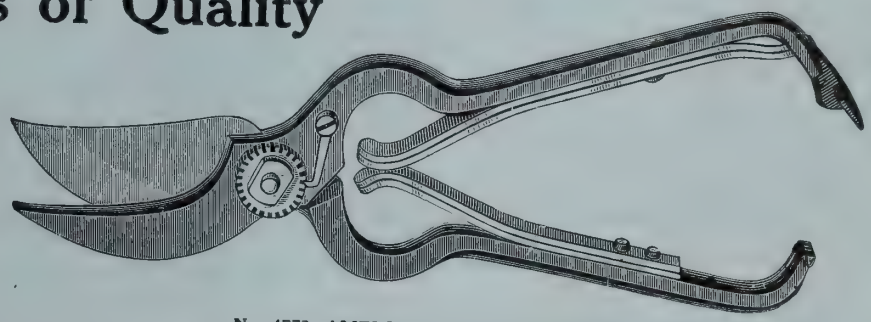


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Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

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Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

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Stanley Rule & Level Co., New Britain, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

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Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

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Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

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Hoyt Metal Co., Toronto, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
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Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

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Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

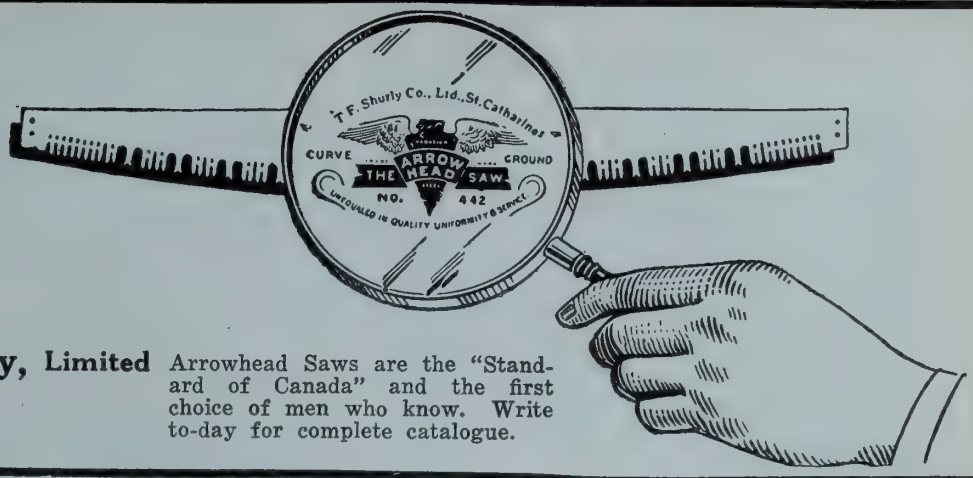
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



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Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.



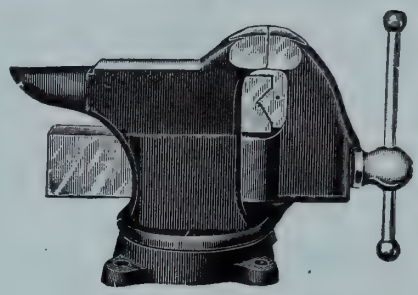
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Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

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THE BUYERS' GUIDE

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto.

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J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.

Wire, Hay
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Graham Nail Works, Toronto.

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Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
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Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

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Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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For Solidifying Sales and Preventing Lost Accounts

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MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving. They are made to order.

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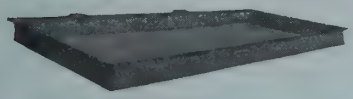
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Here's a Money Maker!
MAPLE EVAPORATOR
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WELDED STEEL SAP PAN

This evaporator fills the popular demand for a handy, efficient, up-to-the-minute machine at a reasonable price.

It is specially made to meet the requirements of the small farmer who wishes to get all the money profits out of his maple bush without too heavy an outlay for apparatus.



Welded Sap Pan—no solder about it to melt or leak—a pair of handles on each side and heavy angle steel around top.

Standard sizes: 6″ x 24″ x 5′; 6″ x 30″ x 7′; 6″ x 24″ x 7′; any size to order.



Placed on market last year and proved a great success.

Write us for trade prices and further particulars regarding these two money makers—we also manufacture steel baths, tanks, sanitary closets, dairy equipment, etc.

Send list of prospective buyers and we will mail literature to them.

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Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

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Willow Clothes Baskets

3 Popular Sizes

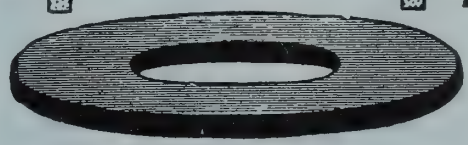
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OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

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We Guarantee Quality and Service.

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THE TRADE K—T EE MARK FDY.

You Can Absolutely Guarantee
this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
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The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

Inquire for our prices GALT, ONTARIO

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Made in
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Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

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Price List and Samples Sent on Application.

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are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

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NAILS WIRE

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Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

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Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

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LIMITED
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HIGH TWIST SPEED DRILLS

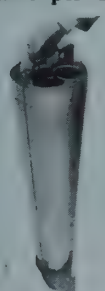


High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

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MONTREAL : : CANADA

Sets 8,000 to 13,000 Plants per day



Retails $12.00

Unique Rapid Plant Setter

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Each plant set, watered and covered in one operation. Does perfect work. The most useful and valuable tool on the farm.

The greatest labor saver: a better and earlier crop.

NO STOOPING, NO LAME BACK. One man sets more plants than three by hand. Does it easier and better.

Works on side hills among stumps, stones, anywhere.

EXCLUSIVE AGENTS WANTED. Write at once for particulars.

UNIQUE RAPID PLANT SETTER CO.
P.O. BOX 612, MONTREAL, CANADA

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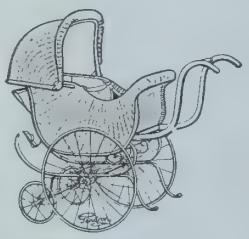
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We will show at

Hamilton, February 14th to 18th

IN THE ARMOURIES



Our line will be composed of Bathroom Fittings and Hardware Specialties, Children's Vehicles, Velocipedes, Sleighs, Coaster Wagons, Doll Cabs, Autos.



The Gendron Mfg. Co., Ltd., Toronto, Ont.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**



Sell a Snip that Holds Its Edge

Red Devil

REG. U.S. PAT. OFF.

Tinners' Snips
No. 270

Your customers will appreciate a snip forged of tool steel, with blades of cutlery steel. Made in seven sizes. Has a strong rivet joint. Provides full satisfaction. "Red Devil" Snips are made in six other styles—a snip for every electrician and mechanic.

Write for "Red Devil" Catalogue.

SMITH & HEMENWAY Co., Inc.
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Manufacturers of Pliers, Glass Cutters, Hack Saw Blades and Frames, Chain Drills, Auger Bits, Lock Washers, Cold Chisels, Lineman's and Electrician's Tools, etc.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



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QUALITY *SERVICE*

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
OUR MOTTO QUALITY
MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

UNIMECO WROUGHT WASHERS

MADE IN CANADA

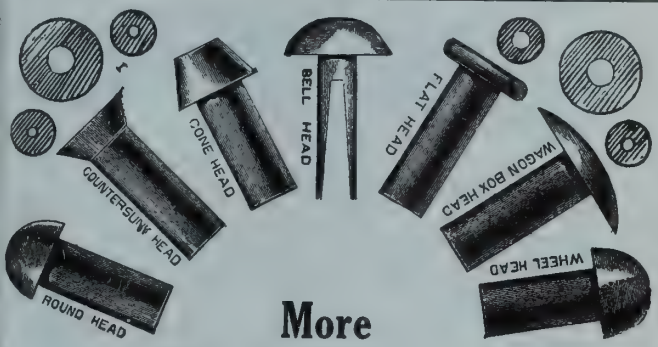
Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

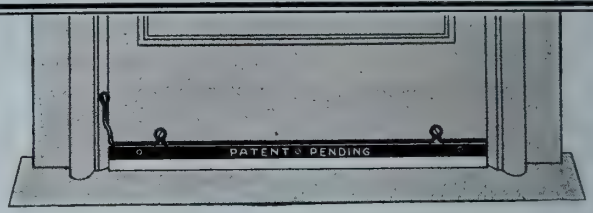
Made in Scotland.



Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE
Write for Export Terms to—
MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 388
Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."

Maple Leaf Stitched Cotton Belting
Longer Life



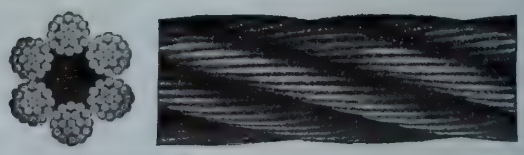
Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited
Hamilton, Canada

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

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EVEREADY DAYLO

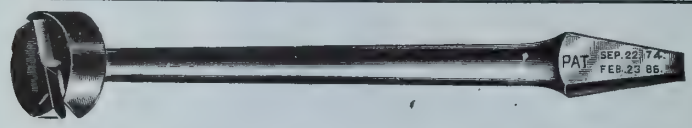
OUR PRIDE IS IN PROMPT SERVICE

We can supply you with EVEREADY Batteries, Cases and Bulbs at very short notice, but it will help us if you order early.

Our Catalogue is Yours for the Asking

EVEREADY DAYLO

SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Norcross

Garden Cultivators



"They Put the Pep into your Garden Tool Business"

When a customer grips the fine Handle of the Steel-fingered *Norcross*—observes its handsome finish—feels its perfect balance and is told the Price—the sale is made. And not merely a sale, but a nice profit for yourself and the assurance of a highly pleased customer.

How Is Your Stock for Spring?

Manufactured by
C. S. Norcross & Sons,
Bushnell, Ill., U.S.A.

THE MARK OF QUALITY

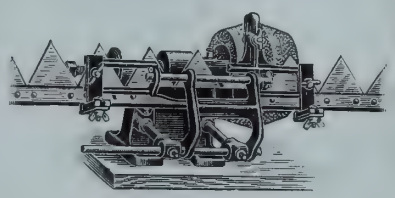


No. 121 No. 112

WOOD CHOPPERS' TOOLS

For this class of equipment you want thoroughly reliable tools. We make nothing else but a guaranteed brand.

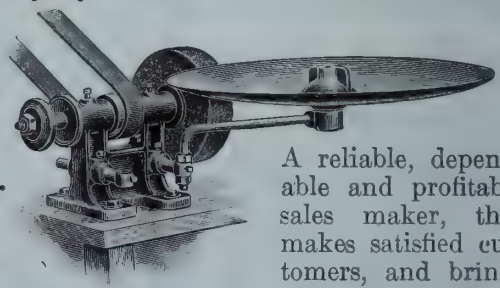
The Warren Tool & Forge Co.
234 Griswold St., Warren, Ohio



Bull-Dog Power Grinder

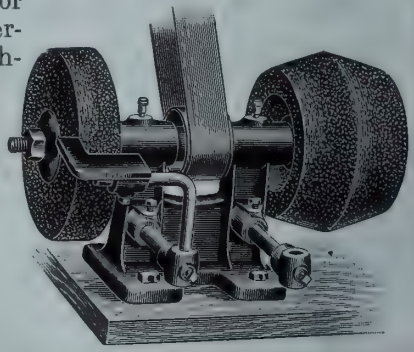
Farm Equipment—A line that sells

Ask Your Jobber



A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



Western Hardware Mfg. Co.
Milwaukee, Wisconsin

The Famous "MAB" RAZORS

25 years' reputation



No. 14 pattern

Dwarf size for self-shavers.

Large size for barbers.

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

G. W. METALS
are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
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IMPERIAL SOLDERING PASTE
for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

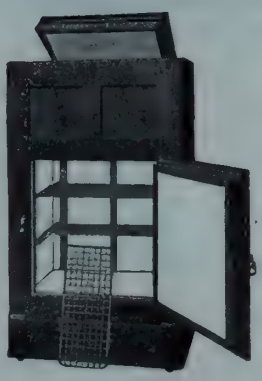


H.R.S & C°
Regd. Trade-Mark

SHEFFIELD CUTLERY

Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg



PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

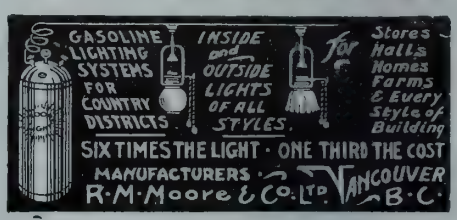


"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

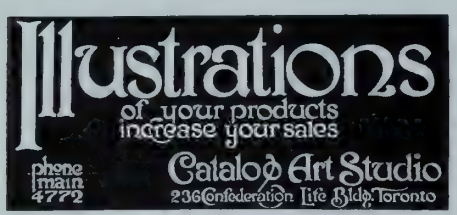




Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.



STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

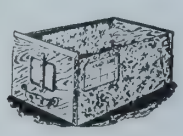


"Chief Ruff-Stuff"
Stands for WAUSAU Sandpaper; it's so good that everybody's asking for the sandpaper with the Indian head on it. Get our new circulars.
Wausau Abrasives Company
114 So. Clinton St. - Chicago

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



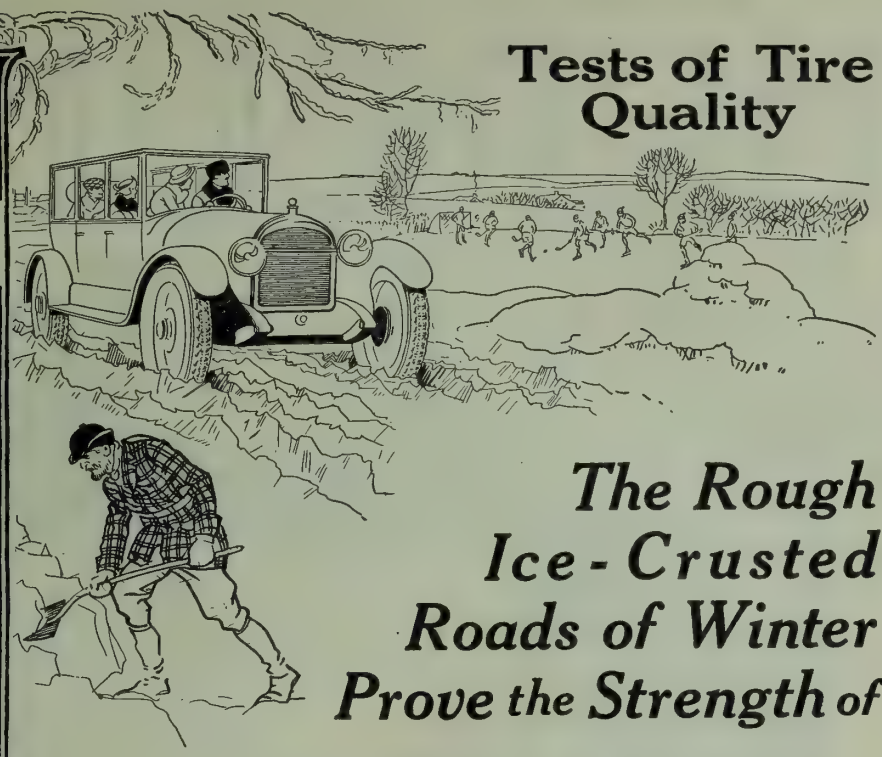
Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.
74 Logan Ave. Toronto, Ont.





Tests of Tire Quality

The Rough Ice-Crusted Roads of Winter Prove the Strength of

"Gutta Percha"

CORD and FABRIC TIRES

BRANCHES

Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

The motorist who has used "Gutta Percha" Tires prefers them to all others, for the severest tests only prove the toughness of the tread, and the wonderful endurance of the whole tire. He will come to you for tires if you carry "Gutta Perchas."

The demand is increasing day by day. Stock "Gutta Percha" Tires --- Stock them EARLY.

"Go as Far as You Like on 'Gutta Percha' Tires"

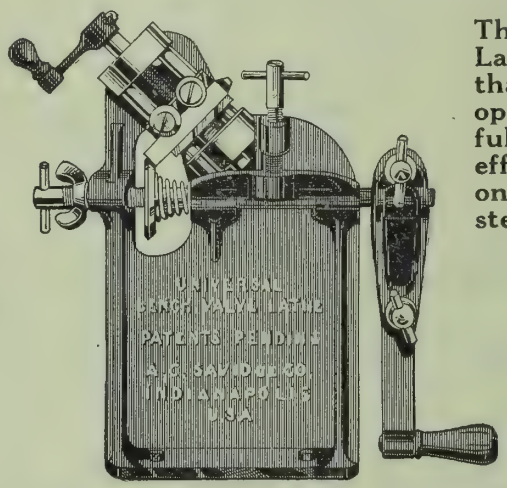
Gutta Percha & Rubber, Limited

Head Offices and Factory: TORONTO

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HERCULES

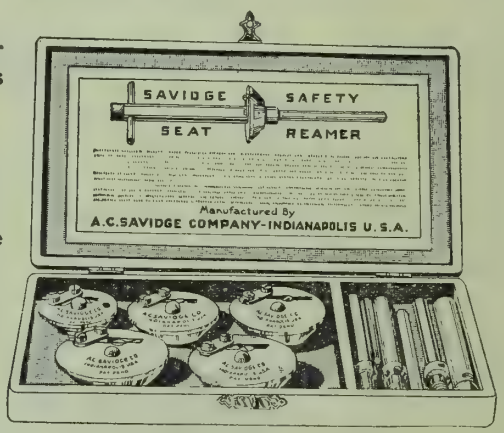
SAVIDGE LINE VALVE TOOLS



The only Lathe built that will operate with full efficiency on a hard steel valve.

SAVIDGE Lathes operate on the true lathe principle. Cutting knives are of high speed steel and will not dull. The hardest tungsten steel valve may be turned to perfect accuracy, insuring an absolutely gas tight seat. Will save hours of grinding—in labor.

A Reamer which has positive cut--cannot dig in, chatter, nor gouge --works like a wood plane.



SAVIDGE Reamers cut on the principle of the safety razor, removing only the high spots and a minimum of the seat. Depth of cut is controlled and positive—will not leave ridge, chatter nor turn out—cutter of high speed steel. The only Reamer Set built on scientific principles. Adapted to practically every standard size.

HEAVY DUTY SPARK PLUGS

Most complete and efficient line of spark plugs built in America.

The manufacturers of the HERCULES line have been builders of spark plugs since 1910.

In the HERCULES they are offering the most complete and efficient line on the market. Stone-like insulators, flexible assembly, spring gland patented construction, solid alloy electrodes and other features place them in advance of the requirements, even of the present day high speed and high compression motor, or of the heavy voltages developed in present high tension ignition systems.

Long on the market, and of standard recognition by the trade throughout the American Continent.



Special Types

Specials for airplanes, tractors, commercial vehicles, motorcycles, marine and stationary motors, as well as for every type of passenger car, are offered in the HERCULES line.

Display

In conjunction with HERCULES spark plugs, its manufacturers offer, without charge to the dealer, the most complete and elaborate line of printed matter, window and counter display, road signs and other co-operative helps, ever offered in conjunction with any accessory. Write your jobber regarding HERCULES special display assortment, including cabinet illustrated.



ECLIPSE MANUFACTURING CO. - Indianapolis, U.S.A.

Distributors:

Chapin Co.	Calgary
McLaughlin Carriage Co., Ltd.	Edmonton
Canadian Fairbanks-Morse Co.	Montreal
Canadian Fairbanks-Morse Co.	Toronto
Canadian Fairbanks-Morse Co.	Winnipeg
Canadian Fairbanks-Morse Co.	Quebec
Renaud Motor Supply Company	Montreal
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Independent Electric Co.	Regina
Garage Supply Company	Toronto

Distributors:

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Big Polarine Sales Ahead—

There will be more than 400,000 automobiles and trucks operating on Canadian highways this spring. More than 35,000 tractors will be out in the fields at the first sign of Spring.

It promises to be a record-breaking year for Imperial Polarine dealers. Are you ready with adequate supplies to meet the demand from motorists and tractor owners in your territory?

These owners know the savings in fuel, oil and upkeep that are possible with Imperial Polarine oils. They represent a ready-made market **at your door** for hundreds of dollars worth of Imperial Polarine this year.

Every Imperial Polarine sale nets you a good profit. The complete satisfaction of users brings repeat orders—and boosts your sales of other lines. The Imperial Oil salesman will gladly furnish details regarding our attractive Polarine dealer agreement.

"Automotive Lubrication" is a new booklet full of valuable information for dealers. Write to 56 Church Street for your copy.

CRANK-CASE SERVICE
WE SELL IMPERIAL Polarine

Crank-case service is a big factor in increasing Polarine sales. It is a proved business-builder and one no Imperial dealer can afford to pass up. Talk it over with the Imperial Oil salesman.

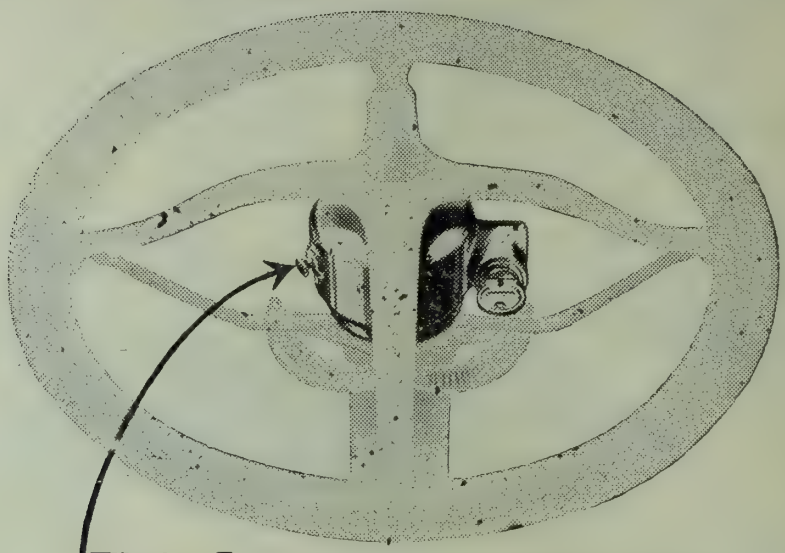
IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

T2467

If interested tear out this page and place with letters to be answered.



This button protects you against your own carelessness

Pushing a Little Button Locks the Defender Instantly Without a Key

NO Ford owner can resist the temptation to lock his car EVERY time he leaves it, after he has once installed a Defender Steering Wheel Lock for Fords. After one day's use it becomes as mechanical as shutting off the ignition.

The Defender is thief-proof. It cannot be unlocked without the proper key. It effectively resists a hammer, saw, file or drill—and a Defender-locked Ford cannot be driven away.

Every Defender lock bears the label of the Underwriters' Laboratories, decreasing an owner's theft insurance cost 15 per cent.

The Defender completely eliminates the possibility of accidental locking while driving.

"Tested for Service"

List Price $10.50.

Our Nearest Sales Branch can Supply You.

Canadian General Electric Company, Ltd.

Head Office: TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.





Write for Catalog

SELL NORTHLAND SKIS

Let Your Sales Make a Record Jump

These famous world's-record making skis sell quickly, pay you a liberal profit and make satisfied customers. Stock up now. We can ship promptly.

Northland Ski Mfg. Co.
St. Paul, Minn.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

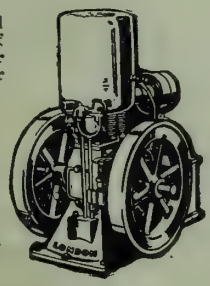
B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

"Perfect" is a Bold Word

But, nevertheless, we use it in describing the

LONDON ENGINE

Perfect in design, workmanship, material and efficiency — perfect with the same degree of accuracy as the shells turned out by our mechanics, expert mechanics, during the war years.



Reliable Dealers Everywhere!

The "London" is a fully guaranteed engine that will bring prestige with its sale.

London Gas Power Co., Ltd.
29 York St. London, Canada.

Acornette Pump Connection



ECONOMY!

The Improved Acornette makes a timely appeal to motorists because it gives them more for their money.

The Acornette design prevents tire buckling and retards chaffing of the rubber washer. The result—Acornette grips the tire valve tighter and the washer lasts longer.

"Thru your jobber—his service is economy."

STEVENS & COMPANY
375 Broadway New York City

STEVENS PRODUCTS

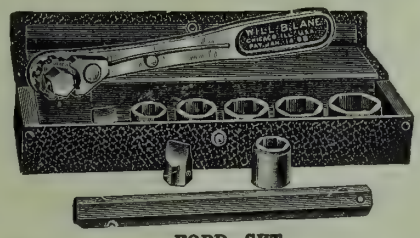
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET



FORD SET

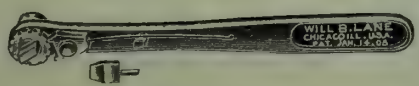
All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



STANDARD SET

Manufactured by



OFF-SET RATCHET SCREW DRIVER

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

If interested tear out this page and place with letters to be answered.

Fishing Tips for Tackle Dealers

Cotton Lines

Nine out of ten people who go fishing use a braided cotton line.

Here's the best value in braided cotton lines in Canada to-day. Order now and be sure of your supply this coming season.



TRADE-MARK
A Sign of Quality



TRADE-MARK
A Sign of Quality

Braided Cotton Fishing Lines, extra fine quality, extra hard finish, 84-foot lengths, connected; sizes 1 to 6, 1/0 and 2/0.

PRICES ON APPLICATION

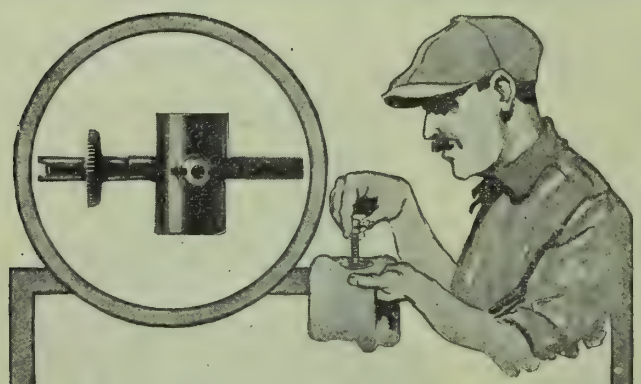
Remember we are headquarters for high-grade English and American fishing tackle and make a specialty of rod-repairing.

Allcock, Laight and Westwood Co.

Tackle Exclusively **Limited** **Established 1800**

70 King Street W., Toronto, Ont.

Branches all over the world. Our goods sold also by leading dealers everywhere.



First Aid to Damaged Valves

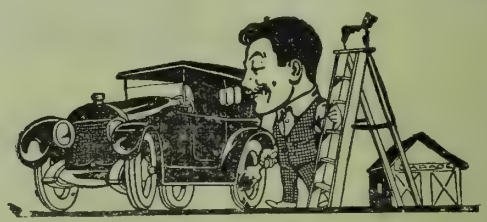
DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

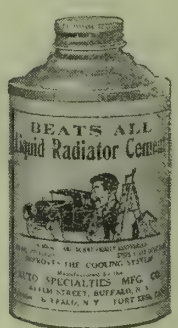
It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.
FORT ERIE, CAN.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — FIVE-YEAR EXPERIENCED RETAIL hardware salesmen, give full experience, where employed and salary to start. Mills Hardware Co., Hamilton.

EXPERIENCED HARDWARE SALESMAN TO sell production of three factories to wholesalers only, a good proposition for business-getter. Write Campbell Agencies, 23 Richmond Bldg., Toronto.

WANTED—EXPERIENCED TRAVELLER FOR Eastern Ontario for line of aluminum ware. Commission basis. Give full particulars. Box 39, Hardware and Metal.

SITUATIONS WANTED

HARDWARE CLERK WITH TWELVE YEARS' experience wants position in Toronto. Salary $20 week. Box 51, Hardware and Metal, Toronto.

FIRST-CLASS HARDWARE SALESMAN, 23 years old, single, nine years' thorough experience, seeks position with progressive Western or Ontario firm. Box 44, Hardware and Metal.

TINSMITH — GOOD FURNACE MAN WITH eighteen years' experience in general work with fair knowledge of plumbing, desires position in Manitoba or Saskatchewan. Apply Box 83, Hardware and Metal.

FIRST-CLASS TINSMITH ON ALL CLASSES of sheet metal and furnace work. Capable of taking charge of shop and figuring work. Box 41, Hardware and Metal.

WANTED

WANTED—HARDWARE STOCK OR BUSINESS in Toronto or suburbs. State particulars to Box 46, Hardware and Metal.

WANTED—GOOD RETAIL HARDWARE BUSINESS. Western Ontario preferred. Box 90, Hardware and Metal.

For Sale

Up-to-date Hardware Stock and Buildings. Stock about $10,000, in town of Port Stanley, Co. of Elgin, Ontario. Nearest opposition nine miles. Few hours' service from wholesale houses. Address:

D. E. Gerrard,
Official Assignee,
Box 994,
St. Thomas, Ont.

MISCELLANEOUS

A SALESMAN WHO CAN MAKE SHOW Cards can earn more money and is always sure of his position. Professional Show Card Writer will teach limited number speedy system by mail. For particulars write to Albert Edgar, 13 Edgar Building, Windsor, Ont.

STOVE REPAIRS

Fire Brick, Iron Linings, Water Fronts for Supremes, Garlands, Pen Esthers, Pandoras, New Empress, Acmes, Souvenirs, Crown Hurons, Peninsulars, Favorites, Silver Kings, Sunlights, Climax, and all kinds of Ranges and Heaters. Write for complete list and prices to

GRUNDY BROS.
STRATHROY, ONTARIO

CANNON OILERS

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Western Canada Sales Representative — J. E. Bremner, 210 Confederation Life Bldg., Winnipeg, Canada. Eastern Canada Sales Representatives—Messrs. A. G. & A. L. Brown & Co., 207 St. James St., Montreal, Que., Canada.

"Obtainable From All Jobbers"

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
St. John's, Nfld.	

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada
TORONTO

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co. 108
Alcock Laight & Westwood Co., Ltd. 118
Ashdown Hardware Co., J. H. 83
Aluminum Specialty Co. 95
Anthony & Sons, W. J. 104
Atkins & Co., E. C. 20
Auto Specialties Mfg. Co. ... 118
Atlas Iron & Metal Co. 108

Barnett Co., G. & H. 79
Barrett Co., The 87
Barton Netting Co. 107
Bemis & Call Hdwe. & Tool Co. 108
Berry Bros. 63
Bissell Carpet Sweeper Co. ... 27
Boeckh Co., Ltd., The 61
Bolinders, J. & C. G. 97
Brandram-Henderson 48-49
Burrows Stewart, Milne Co., Ltd. 8
Butterfield & Co. 12
Butler, Geo., & Co. 109
Brett Mfg. Co., Limited 85
Brown, A. G. & A. L. 104

Calander Mfg. Co, John 102
Cameron & Co. 112
Canadian Die Casting Co. 112
Canada Dry Cells, Ltd. 85
Can. Foundries & Forgings, Ltd. 13
Canada Metal Co. 71-95-111
Canada Steel Goods Co., Ltd. . 3
Canada Paint Co., Ltd. 67
Canadian General Electric Co., Ltd. 21-116
Canada Wire & Iron Goods Co. 108
Can. Tube & Steel Products Co., Ltd. 101
Canadian Winkley Co., Ltd. .. 71
Cane & Sons, William 106
Can. National Carbon Co., Ltd. 14
Cannon Oiler Co. (successors to R. C. Bloomer) 110
Carswell, Morris & Co. 108
Cartland, Jos. & Sons 28
Catalog Art Studios 112
Carter White Lead Co., Ltd. .. 71
Caverhill, Learmont & Co. 89
Chamberlain Desolvo Co. 95
Channel Chemical Co. ..... Inside front cover
Corning Glass Works 10
Clemson Bros., Inc. 16-17
Coghlin, Ltd., B. J. 117
Collette Mfg. Co. 31
Consumers' Cordage Co. 84

Davidson Mfg. Co., The Thos. 22
De Laval Co., Ltd. 30
Dennis Wire Iron Works 34
Diamond Saw & Stamping Wks 112
Dominion Belting Co. 108
Dominion Oilcloth & Linoleum Co. 32
Dominion Sheet Metal Corp. .. 77
Doon Twines, Ltd. 112
Dowswell Lees & Co. 91

Eclipse Mfg. Co. 114
Eddy, E. B. Co. 15
Ellin, Thos. & Co., Ltd. .... —

Flexible Shaft Company, Ltd.. 19

Gendron Mfg. Co. 106
Glidden Co., The 59
Graham Nail Works, The ... 77
Goodell Pratt Co., Ltd. 23
Great Western Smelting & Refining Co. 111
Greenfield Tap & Die Corp. .. 7
Guelph Spring & Axle Co. ... 112
Gutta Percha & Rubber Co. .. 113

Hamilton Cotton Co. 26
Hamilton Stamp & Stencil Wks 112
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 79
Hutton & Co., James 95

Ingersoll File Co., Ltd. 24
Imperial Oil Co., Ltd. 115
Imperial Varnish & Color Co. 68-69
International Varnish & Color Co. 75
International Business Machines ... .Back cover

Jacobs Mfg. Co. 29
Jardine & Co., A. B. 26
Jennings Mfg. Co., Russell .. 112

K-T Foundry, Ltd. 104
Kinread, R. R. 85

Lane, Will B., Unique Tool Co. 117
Laidlaw Bale Tie Co. 105
Lamplough & Co., F. W. 26
Leslie, A. C., & Co. 34
London Gas Power 117
London Rolling Mill Co. 97
Lufkin Rule Co., of Can., Ltd. 120

Mab Company 110
Manning Hinton & Brissenden 112
McArthur & Co., Alex. 95
McDougall & Co., R. 108
Macfarlane, A., & Co., Ltd. ... 2
Marples & Co. 26
Mica Co., of Canada 111
Morrison, Jas., Brass Co. 29
Moore & Co., Ltd., R. M. 112
Moore & Co., Ltd., Benjamin 65
Myers & Bros., F. B. 97

National Cash Register Co. ... 4
Nagle Mfg. Co., H. 30
Niagara Falls Metal Stamping Works 30
Nicholson File Co. 31
Northland Ski Co. 117
Nova Scotia Steel & Coal Co. 97
North Star Oil Refining Co. ... 85

Oakey & Sons, Ltd., John.... 111
O-Rib-O Mfg. Co. 85
Owen Sound Wire Fence Co., Ltd. 112

Pratt & Lambert, Inc. 73
Parmenter, Bullock & Co. ... 107
Peck Stow & Wilcox, Ltd. 5
Pink Co., Thos. 106
Progressive Mfg. Co. 110

Reed & Co., Geo. W. 103
Rogers & Sons, Ltd., Henry.. 111
Rock Island Mfg. Co. 101
Rideau Specialty Co. 112
Rice Lewis & Son, Ltd. 1
Rowbotham, T. E. & Son 101

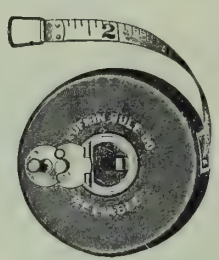
Sanderson-Harold Co., Ltd. ... —
Sand Sons, J. 111
Schrader & Son, A. 118
Shambrook & Co., W. D. 93
Shurly Co., T. F. 101
Sheet Metal Products, Limited 11
Shurly-Dietrich Co. 105
Smith & Hemenway Co. 106
Spramotor Co. 71
Sheffield Twist Drill Co. 105
Spielman Agencies, Ltd. 110
Starrett & Co., L. S. ..... Inside back cover
Sterling Twine Co., Ltd. 104
Steel Company of Canada 9-24
Steel Trough & Machine Co., Ltd. 103
Stephens, G. F. & Co. 81
Stevens & Company 117
Still Mfg. Co., J. H. 109
Sturgeons, Limited 10

Thermos Bottle Company, Ltd. 99
Toronto Plate Glass Import Co. 79
Trees & Co., Samuel 20
Taylor-Forbes Co., Ltd. 9
Trimont Mfg. Co. 10

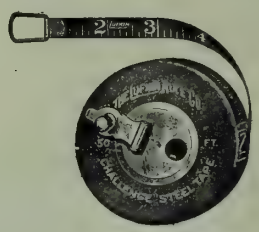
Union Iron & Metal Co. 107
Unique Rapid Plant Setter Co. 105

Vol-Peek Mfg. Co. 30

Wright, E. T., Co. 2
Warren Tool & Forge Co. 110
Wausau Abrasives 112
Want Ad. Page 119
Westco Pumps, Ltd. 28
Western Hardware Mfg. Co.... 110
Wilckes-Martin-Wilckes 112
Wiebusch & Hilger, Ltd. 99
Williams, J. H. & Co., Ltd. 18
Whittall Can Co., Ltd..Front cover
Wilkinson & Kompass 111
Wood Alexander & James, Ltd. 25
Woods & Co., Walter 103
Wrought Washer Mfg. Co. ... 103
Wright, E. T. 22



LUFKIN

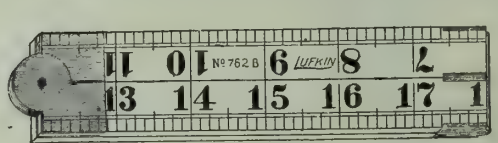


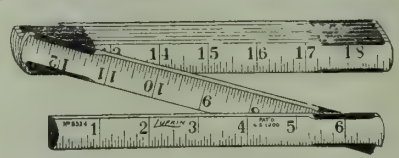
Tapes and Rules

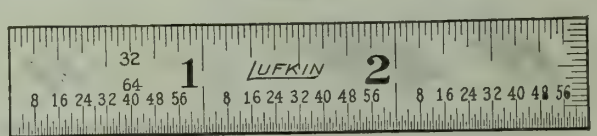
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL

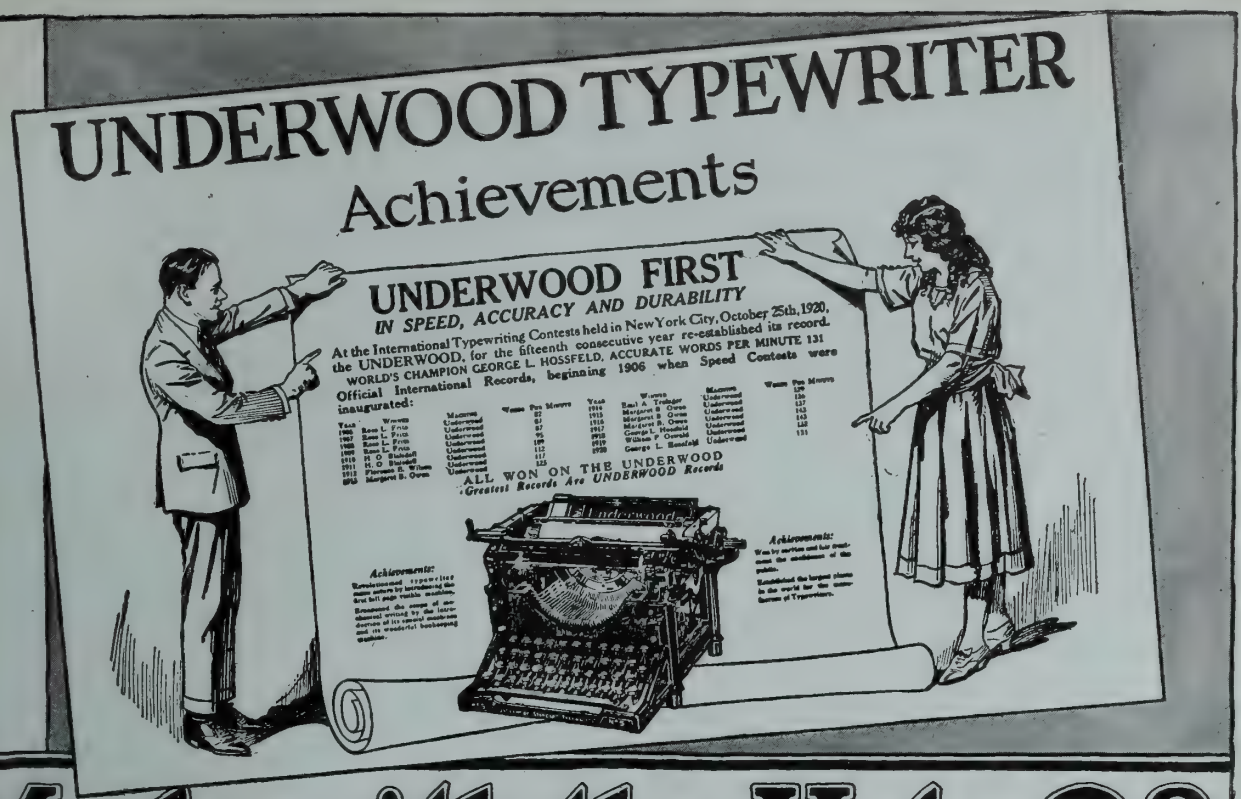






THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Made with the Help Of

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

Since 1880, wherever accuracy has been of prime importance, machinists have used Starrett Tools. Whenever a product's reputation for record-breaking achievements has depended upon its accuracy, skilled workmen have built it with the help of

Starrett Tools

42-143

$2500.00 IN CASH PRIZES

International DAYTON SCALES Word Contest

$300 First Prize $200 Second Prize $100 Third Prize
$75 Fourth Prize $50 Fifth Prize $20 Sixth Prize

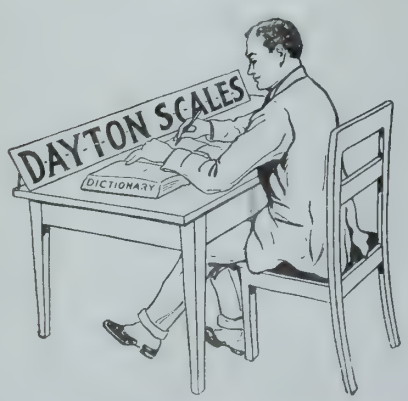
30 Cash Prizes of $15.00 each
25 Cash Prizes of $10.00 each
111 Cash Prizes of $5.00 each
200 Cash Prizes of $2.50 each

Here it is—here are the words—D-A-Y-T-O-N S-C-A-L-E-S. How many words can you make up from the letters that spell DAYTON SCALES? How many words? The more the better! Get busy quick! Contest ends March 15, 1921.

Just a little brain work should win a Good Cash Prize—No Entry Fee—No Risk—Nothing to Pay—You are on your mettle.

THINK OF IT!	372 Cash Prizes $2,500.00	COME IN AND WIN

This Dayton Scale Word Contest is open to the Retail Merchants and their Clerks in Canada and Newfoundland of the five kinds of stores that use any kind of scales or meat slicers or cheese cutters—groceries, meats, confectioners, hardware and general stores. Just comply with a few simple rules. You should earn a nice fat check just as well as "the other fellow." Get out your paper—sharpen your pencils, sharpen your wits, too. Here goes: Examples of words you find in "D-A-Y-T-O-N S-C-A-L-E-S—day, ton, tones, cat, son, ale, candy, scanty, etc. Letters can be used only the number of times they appear in the two words. For instance, the letter "A" and the letter "S" may be used twice in any word. The other letters only once in any word.



IT COSTS YOU NOTHING TO ENTER

The rules are simple. If you have not already received our circular, write to us TO-DAY. We will send you Entry Coupon Cards to send in with your answer. In the meantime you can get our list under way and focus your thought on the words—D-A-Y-T-O-N S-C-A-L-E-S. Mail us your list with one of the Entry Coupons in time to reach us before March 15th, 1921.

Prizes will be awarded by an impartial committee of judges as soon after the close of the contest as possible. List of winners will be announced in trade publications nearest to June 1st.

Prizes will be distributed as soon as possible after close of Contest, March 15th, 1921

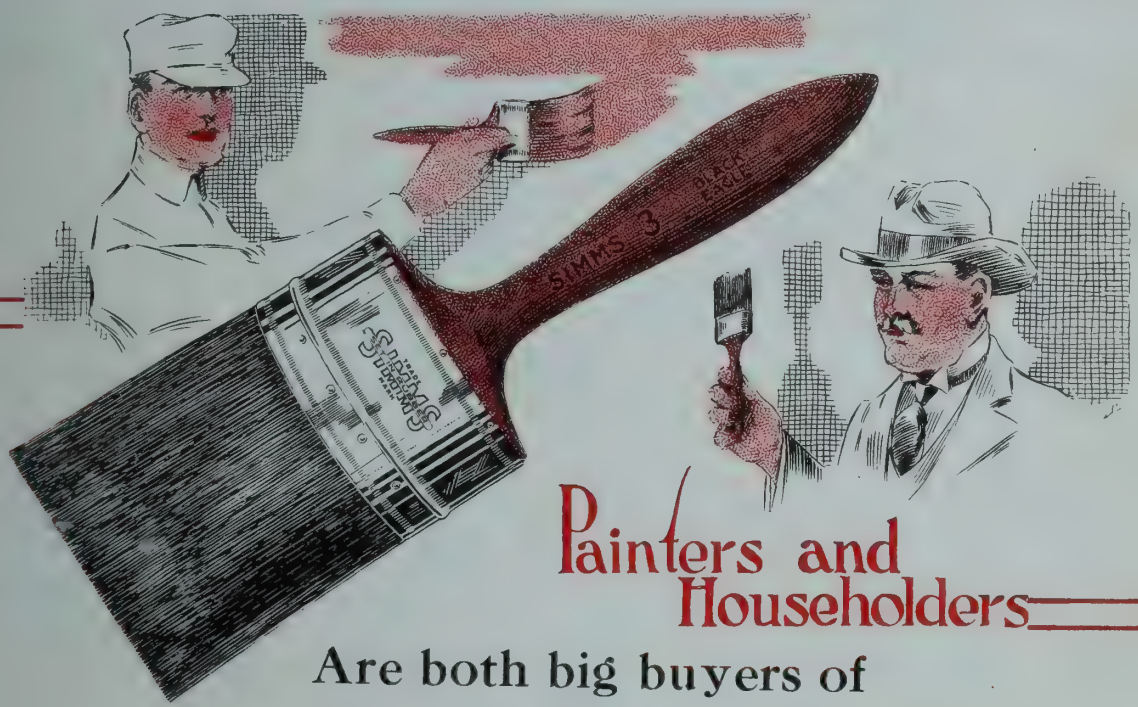
International Business Machines Co., Limited

CONTEST DEPARTMENT 300 Campbell Avenue, Toronto

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 7 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | FEBRUARY 12, 1921



Painters and Householders

Are both big buyers of

TRADE SIMMS MARK

PAINT AND VARNISH BRUSHES

Your paint brush sales are not limited to your painter customers. Every householder has some small painting or varnishing jobs that he does himself.

The Painter KNOWS that SIMMS are the best brushes for painting and varnishing, and he knows the right brush for each job.

The average householder does not know which is the correct brush for his job, and you can advise him.

There is a SIMMS brush for every need. Insure yourself the goodwill of your customer by recommending the correct one. A satisfied customer means repeat orders. SELL HIM A SIMMS.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 54 Years

ST. JOHN, N.B.

Branches: Montreal Toronto London



3
POSTERS
That are sales-makers

Above we show the first 3 Posters of our 1921 Campaign. Others equally striking are in course of preparation. This Campaign covers Canada from Coast to Coast. Window-Cards of the same design as Posters are available, and will be sent to any merchant on request.

CHANNELL LIMITED - TORONTO



SAMSON AXES

Guaranteed to Satisfy Both You and Your Customer

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.

"The Trade Mark known in Every Home"

UNIVERSAL

ELECTRIC Heating Pad



3 Heats
LOW
MEDIUM
HIGH

Sells To The Market That Is Never Oversold



MANY persons have more aches and pains than they know what to do with—or do for. Some suffer in silence. More and more raise their voices to demand the Universal Electric Pad.

Suffering never comes according to fixed schedule. There is no particular day, week, month or year to sell the Universal Pad. It is an every-day seller for every-day use in every community. Every home needs one, every hospital, asylum and sanitarium needs many.

Sells On Its Quality — Stays Sold On Its Service

Sell the "Universal" as a pain reliever—sell it as a bed warmer. Sell to the market that is never oversold.

WRITE FOR FREE ADVERTISING MATTER.

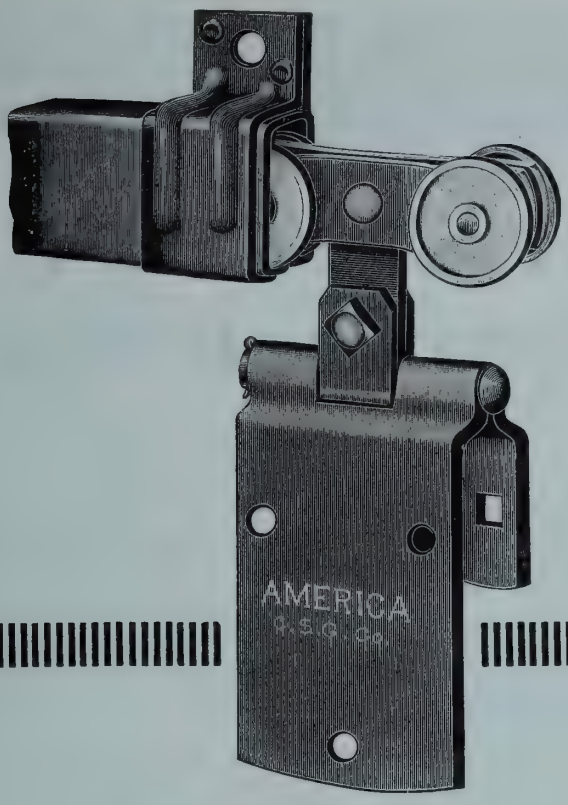
Canadian Representatives:

Montreal A. MACFARLANE & CO., LTD. Quebec

Landers, Frary & Clark, New Britain, Ct.

UNIVERSAL

If interested tear out this page and place with letters to be answered.



"America" Trolley Hanger

Largest Hanger Sales in the Dominion

The America is easily the most popular for warehouse, factory, garage and barn doors. America operates in the Hatch Trolley Track — the only track supported by the famous corrugated track brackets. Much stronger and better than the plain track brackets.

The America moves smoothly on tandem trucks and hardened roller bearings. Apron 6 in. long, 3¼ in. wide. This efficient hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes, and ability to stand hard usage.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

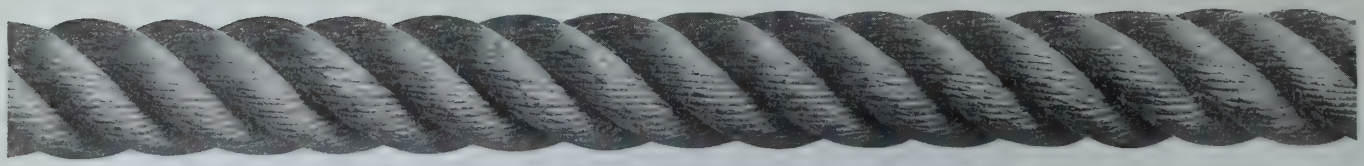
Packed one pair in a box complete with Screws and Bolts

Weight per dozen pairs, without Brackets, 95 pounds.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



"If I Were to Use It Myself!"

The one safe guide in buying is the question, "If I were to use it myself, would I buy this?"

A man who buys on this basis usually keeps his old customers and attracts more.

Most hardware men who adopt this creed sell Plymouth—"The Rope You Can Trust."

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co.,
Limited
Toronto, Canada *Canadian Sales Agents*

5-27

PLYMOUTH ROPE

Construction Features Show Durability

A careful reading about how Nesco Perfect Oil Cook Stoves are built will acquaint the reader with special features and show that the stoves are built for service. Thus retailers and their salesmen can more surely make sales. The feed pipe line is made from heavy wrought iron pipe. To avoid danger of leaking and possibility of breaking at the joint, this pipe line is welded to the sub tank. The upright branch pipes for each burner are welded to the main line. There is no solder to crack and allow leaks. Then the sub tank. This tank is one piece drawn into shape and heavily lead coated. Where the pipe line enters there are heavy flanges that fit around the pipe, one inside the tank, the other outside. For support a steel bracket is fastened to the sub tank and to the stove top.



The Four Burner NESCO

The stove itself is very substantial; extra heavy steel is used throughout. The stove top is reinforced with "U" bars welded to the underside. The legs are straight, fully supporting without jarring; they do not spread out and cause tripping when working around the stove.

Sturdy expresses the impression one gets when looking at the stove.

Stove tops are 31 inches from the floor —just right for cooking; 17½ inches is the width, while the stove body is 14 inches wide. An extra shelf 8 x 10 sets over the glass supply tank.

Stove holes are round—so are cooking utensils—so is the flame, a natural shape.

NESCO PERFECT

OIL COOK STOVES

The japan finish is beautiful. All the horizontal surfaces are jet black, the uprights, except the legs, are a beautiful Nesco Grey, with sort of a greenish hue —suggestive of cleanliness, the kind that can be cleaned and that looks beautiful. Thus, you see, the stove is built for service.

Combine these construction features with burning qualities and the exclusive Rockweave Wick and you have a stove that sells satisfaction—the sort that helps your reputation and profits.

Such is the

NESCO PERFECT OIL COOK STOVE

Ask for Catalog No. 29, fully illustrated in color

National Enameling & Stamping Co.

St. Louis
Baltimore
Granite City, Ill.
Chicago
New York
New Orleans
Milwaukee
Philadelphia

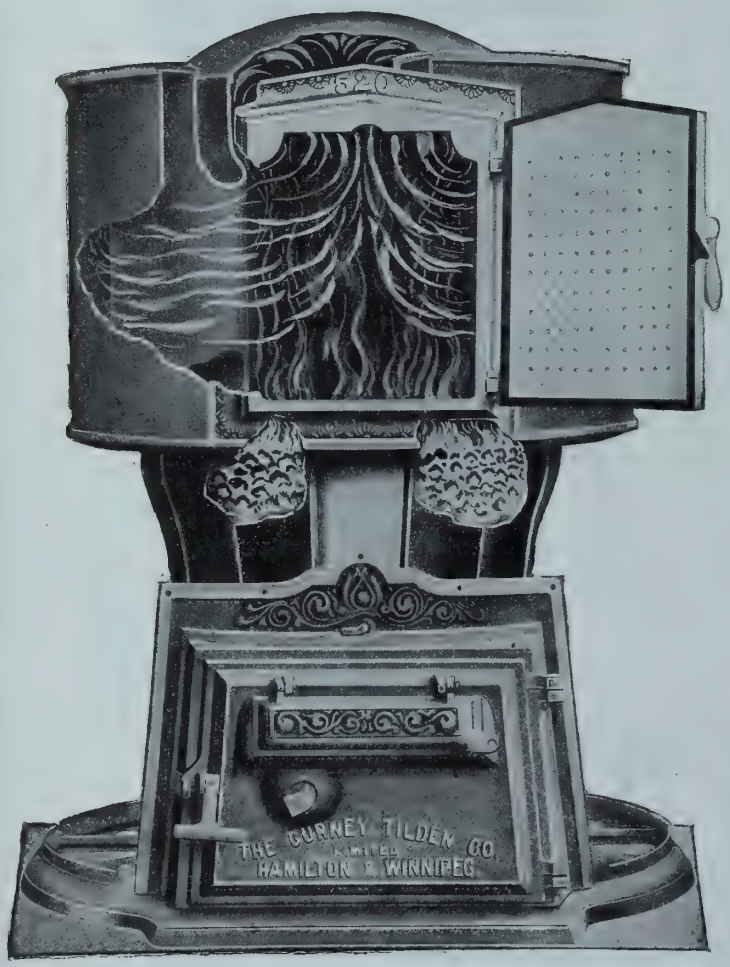
NEW IDEA

WARM AIR FURNACE

The Best Furnace Ever Made

FULLY GUARANTEED

BURNS COAL OR WOOD



A few of its many qualities:

1. Has more heating surface than any other furnace. The large, roomy ash-pit prevents the ashes from banking up and burning out the grates.

2. The New Idea has a heavy flanged cast fire-pot which is guaranteed for five years.

3. Ball Bearings Duplex Grate, so simple in construction that a child can operate it. The Duplex grate enables one to dump ashes and clinkers easily and with no waste of live coals.

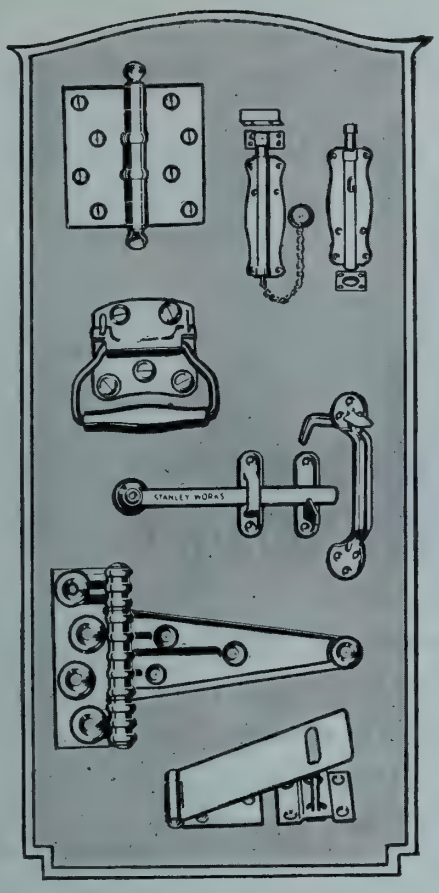
Further information upon request. Write for our new catalogue which describes and illustrates all of our furnaces, stoves, ranges and Builders' Hardware.

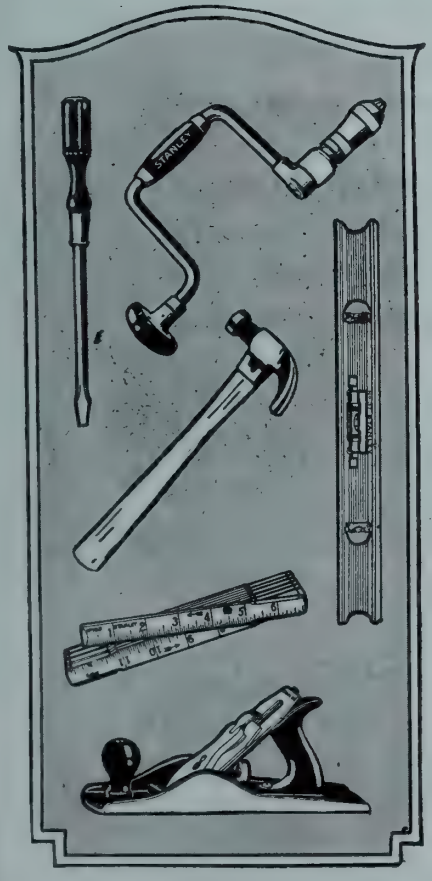
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer Street, Montreal.
Vancouver—1073 Hamilton Street, Vancouver, B.C.
Winnipeg—134½ Higgins Avenue, Winnipeg, Man.

If interested tear out this page and place with letters to be answered.





Our new trade mark

STANLEY S.W.

Two Great National Industries Unite in Producing the Finest in

Wrought Steel Hardware

and

Carpenters' Tools

BECOME acquainted with these dependable products. STANLEY Wrought Steel Butts, Hinges, Drawer Pulls, Bolts, Brackets, Screen and Garage Hardware, will be a constant source of satisfaction to your customers. Any architect is glad to specify them.

STANLEY Carpenters' Tools are first in the minds of good carpenters. A STANLEY Hammer, Screw Driver, Plane, Rule, Level and Bit Brace will afford anyone many pleasing, profitable hours.

Catalogs of the above on request. Another STANLEY product is Storm Sash Hardware. Write us for folder R21.

THE STANLEY WORKS

Main offices and plant:
NEW BRITAIN, CONN.

Canadian Representatives:
A. Macfarlane & Co., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.



This $2 alarm clock rang up a $50 sale on the cash register

HENDERSON ran a progressive little store in a middle-western town. One morning he received a shipment of Westclox from La Salle, Ill., all bright and shiny and smart looking with their attractive orange and buff Westclox tags.

He decided to put some of them in his front window. They made a good looking display.

Half an hour later a woman stepped into his store. She was a stranger to Henderson; he'd never seen her before. She wanted a clock. The window had flagged her and brought her in.

After buying the clock she sauntered through the store looking at other merchandise. Before she walked out with her two dollar clock, Henderson had an order to send up fifty dollars' worth of goods he never expected to sell her when she came in.

Not so bad.

But the interesting thing about the sale was this: The woman didn't know Henderson. But she *did* know Westclox. And Henderson's display of the well-known, advertised clocks helped him make a large sale and a good new customer!

Western Clock Co., Ltd., makers of Westclox

Peterborough, Ontario



Used Universally--

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing is a great boon to storekeepers and dealers. It catches and holds at least 90% of the dust that would otherwise settle on goods and display shelves and detract from their appearance

Imperial Floor Dressing is a sanitary, wood-preserving preparation that definitely lays dust. It will not gum or evaporate, and it keeps floors and fixtures looking their best at all times.

Imperial Floor Dressing is conveniently applied and surprisingly economical. One gallon treats from 500 to 700 square feet. A single application is all that is needed for weeks.

Imperial Floor Dressing is a big seller for use in hospitals, churches, schools, billiard halls and institutions of every kind. Its use on your own floors is the best demonstration you can make. That alone will create a steady, profitable demand for this high quality dressing.

Ask the Imperial Oil salesman about Imperial Floor Dressing.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

Joe Simpson Is Going to Do a Big Business this Spring

When Joe Simpson, the Hardware man,
Sold Ed. two "Gutta Percha" Cord Tires, last fall,
He sure made a friend of Ed. for life.
Ed. drives a lot and spends no time
Lookin' for soft spots and good roads,
So that tires don't last very long with him.
But it seems he's satisfied at last.
Been driving all winter when roads are hard,
And mighty "bumpy," and rough with frozen ruts,
And it don't seem to have made any impression
On his "Gutta Perchas" at all,
For he hasn't had a bit of trouble
With those two Cord Tires yet.
Ed. thinks They're the only tires, an' says,
It will take a mighty good salesman
To sell him anything else again.
'Pears like everybody in the county
Has heard Ed. boostin' 'em, too.
So it looks like Joe Simpson
Is in for some Big Business this Spring
From Ed's friends.
Which shows that it always pays the dealer,
To sell tires which makes friends for him,
And because of their high quality
Advertise themselves to others.
People will always come to you, if you carry
"Gutta Percha" Cord and Fabric Tires.

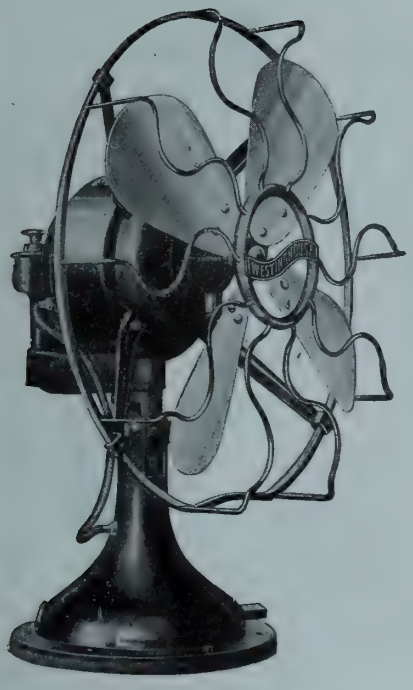
"Go as far as you like on 'Gutta Percha' Tires"

"GUTTA PERCHA" CORD and FABRIC TIRES

GUTTA PERCHA & RUBBER, LIMITED
Head Offices and Factory: TORONTO
Branches in Leading Canadian Cities

If interested tear out this page and place with letters to be answered.

Westinghouse



Sell A Fan

for every home, for every store, for every office, for hot places in the Works—this is the thought behind the Westinghouse 1921 Campaign.

Effective folders, cards, window trims and lantern slides are available for your use in this Campaign.

Distribute them to your prospective customers and increase your Westinghouse Electric Fan Sales.

CANADIAN WESTINGHOUSE CO., LIMITED
HAMILTON, ONT.

Toronto—Bank of Hamilton Bldg.
Montreal—285 Beaver Hall Hill.
Ottawa—Ahearn & Soper, Ltd.
Halifax—105 Hollis St.
Ft. William—Cuthbertson Block.
Winnipeg—158 Portage Ave. E.
Calgary—Canada Life Bldg.
Vancouver—Bank of Ottawa Bldg.
Edmonton—211 McLeod Bldg.

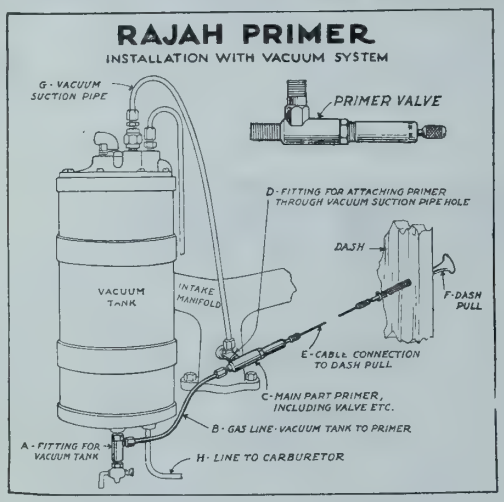
CANADIAN WESTINGHOUSE

Service Repair Shops

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide W.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd Ave. E.
VANCOUVER—1090 Mainland St.

If interested tear out this page and place with letters to be answered.

RAJAH PRIMER



$6.50 Each With Standard Fittings.

SAVING ON BATTERIES COVERS COST

The Rajah Primer is designed to add a small amount of gasoline to the regular mixture to enrich it in its flow through the intake manifold from the carburetor to the motor **without requiring the choke to be closed.** Closing the choke cuts off the needed supply of air to make the best combustible mixture. The valve is attached to the intake manifold above the carburetor, the gasoline being supplied by gravity or pressure from the regular supply system—preferably from the bottom of the vacuum tank—the quantity used being always under the control of the operator.

MAKES STARTING INSTANTANEOUS

The construction of the valve and its operation is such that a quick start is certain under all conditions of weather—thus reducing the strain on both starter and batteries. Also through the valve a small amount of gasoline can be fed drop by drop into the intake to heat up the motor, until the carburetor begins to function properly. The "Rajah" reputation is behind this product, which is sufficient guarantee that in so far as accuracy and care in workmanship are concerned this device is as nearly perfect in every detail as it is possible to make it.

The Rajah Primer is manufactured under U.S. Letters Patent.

RAJAH SPARK PLUGS



½" No. 2.
Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .60

Race drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant
Also ½", ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".
A big, sturdy heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines. Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .70

RAJAH TERMINALS



Regular
Fits any size cable.



Thumb Nut
With all Rajah Plugs unless otherwise ordered. Also Ball and Stud Adapters.



Thrust



Hook

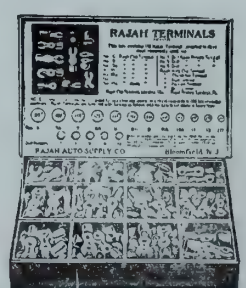


Primary

The Rajah Thrust, Hook and Primary Terminals are furnished with ferrules to fit any size cable.



Silent Salesman Card
24 Rajah Thumb Nut Terminals
Gives the great convenience of a clip connection on Chandler, Cleveland, Dodge, Essex, Ford, Haynes, Hup, Hudson, Lexington, Maxwell, Mitchell, Packard Twin Six, etc., and many trucks and other motors having spark plug wires fitted with ring terminals.



Box Assortment Rajah Terminals, with the styles and sizes mostly used.



Silent Salesman Card
20 Rajah Safety Nipples.

RAJAH AUTO SUPPLY CO., Bloomfield, N.J.

Canadian Distributors :

The Canadian Fairbanks-Morse Co.
The Northern Electric Co.
Wood, Vallance & Leggat
The Motor Car Supply Co.
Motor Products, Ltd.
Bowman Bros.
J. H. Ashdown Hardware Co.
Millens B. C. Ltd.
Marshall Wells Co., Ltd.
John Millen & Sons, Ltd.

If interested tear out this page and place with letters to be answered.



A few of the prominent designs in Canadian Wm. A. Rogers, Limited, Flatware

Sell Popular-Priced Silverware

Here are three familiar trade-marks by which you can readily recognize the best selling lines of flatware in Canada—

The Highest Grade FLATWARE	*The Popular Grade of FLATWARE*	*The Medium Grade of FLATWARE*
'HEIRLOOM' PLATE	1881 ROGERS A1	W. R.

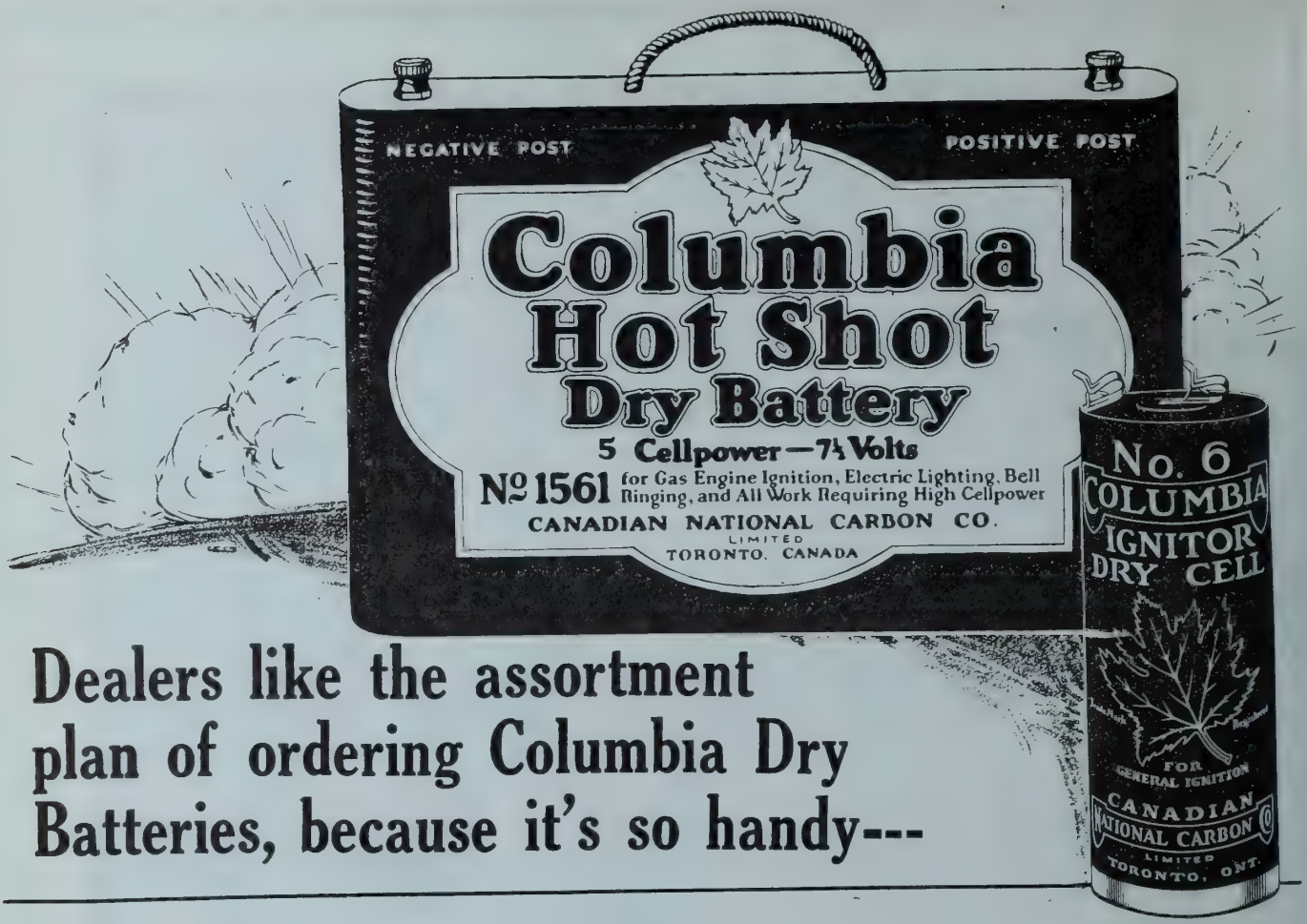
Each grade represents the greatest possible value for the price, and the designs are all pleasing and attractive.

Made in Canada by Canadians

CANADIAN WM. A. ROGERS, LIMITED

570 King Street West, TORONTO

If interested tear out this page and place with letters to be answered.



Dealers like the assortment plan of ordering Columbia Dry Batteries, because it's so handy---

When you say "Assortment C1" we ship you	Or if you tell us "Assortment C2" you will receive	And your order for "Assortment C3" will bring you
50 No. 6 Ignitors. 6 No. 1461 Hot Shots. 2 No. 1561 Hot Shots. 2 No. 1562 Hot Shots. 1 No. 1662 Hot Shots.	50 No. 6 Ignitors. 12 No. 1461 Hot Shots.	50 No. 6 Ignitors. 4 No. 1561 Hot Shots. 6 No. 1562 Hot Shots.

---and the fitness of Columbias for whatever job they have to do insures a continued demand. Easy to buy---easy to sell.

Made in Canada

Canadian National Carbon Co., Limited

Toronto and Winnipeg

1172143

Columbia Dry Batteries

—they last longer



Story for Week Dated Feb. 12, 1921 **Hull in 1851** **Being No. 44 in the Series**

The Wonders of the Non-stop Rewinder for Toilet Papers

THERE is something almost bewildering about the unceasing speed with which the machinery at the Eddy plant deals with the output of all kinds of toilet papers.

Manufactured with scrupulous care by the paper mills, out of the very purest of pulps, these papers arrive in their various grades, at the toilet paper factory, in long rolls. In this form the toilet paper is still uncut, unperforated, and in great unwieldy widths, quite unsuitable for sale.

By what seems to be about the speediest of all the marvellously swift E. B. Eddy processes there are turned out in the toilet paper factory, by thousands, the neat rolls and packages of toilet paper which almost sell themselves. To transform the larger rolls of toilet paper into these neat packages requires the services of the machine called "The Non-Stop Rewinder." The Eddy Company have a battery of these rapid machines, and it takes a small army of very efficient girls to keep pace with them.

As fast as rolls of wide, uncut toilet paper are fed into one side of these machines, rapidly revolving spindles rewind the paper into rolls of the right size. During the process the perforation is done exactly at the right intervals, and without one instant's pause the machine can be relieved of its completed winding, while it hurries on with another job of the same kind.

Working as fast as the machines, and as lightly and truly, the girls of the factory staff seize the newly-wound rolls from the boys who take them off the machines, and in a trice they are wrapped securely in their labelled wrappers. Another group of girls takes care of the packing, and as a result of organization and machinery, the toilet paper factory turns out its 1,200 rolls an hour. The flat package toilet papers are put up almost as fast, the "Onliwon" principle being applied to one or two special lines in the same manner as with the tissue paper towels.





Toilet Paper

EDDY'S make millions of sheets of toilet paper every year, yet this huge quantity is only a small fraction of the tremendous output of papers, matches, indurated fibreware, etc.



If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

McClary's

will exhibit at Booths 58 and 59

We will have our new Catalogues ready—there are new features in connection with them which we are anxious to explain to our dealers.

There will also be some new lines on display, including our

1921 FLORENCE OIL STOVE

and

SUCCESS OVEN

Meet us and get first-hand information.

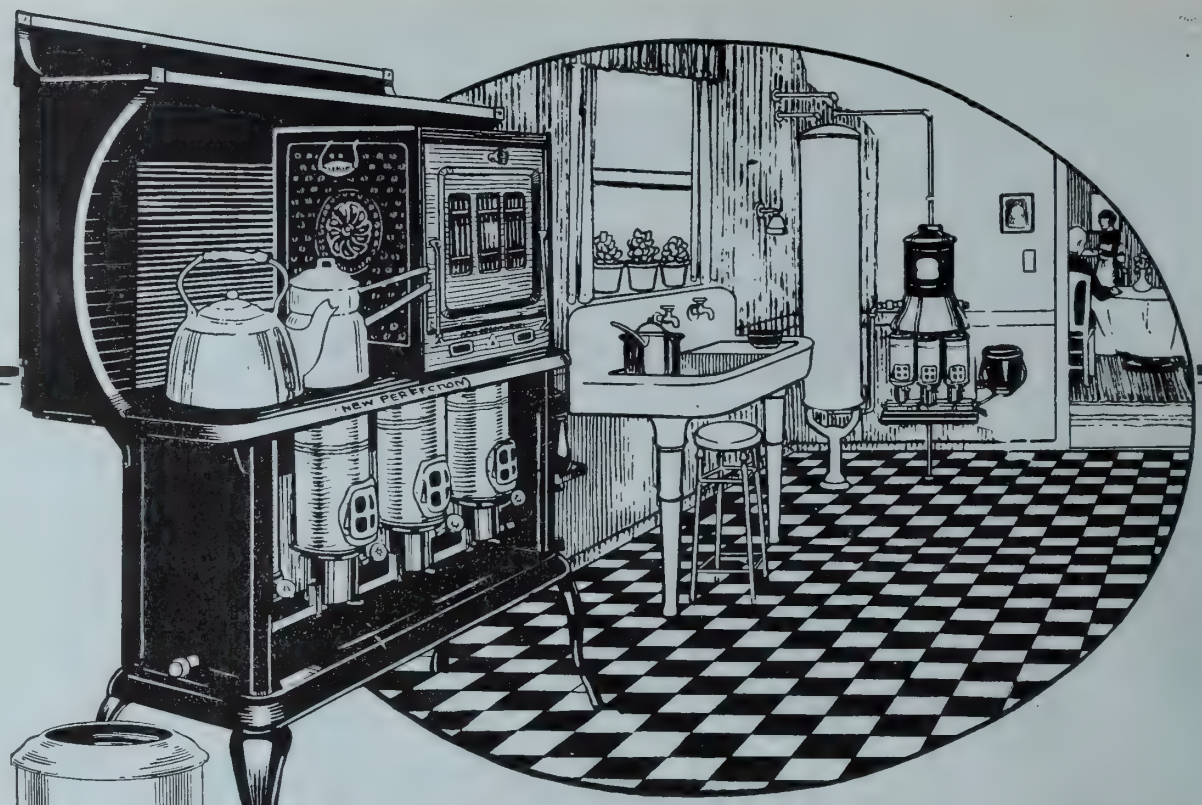
McClary's

BRANTFORD

will exhibit at Booth 64

The ever popular "Happy Thought" and other lines will be on display.
We also hope to have an interesting announcement to make to "Happy Thought" Dealers.
All together—for 1921 business.

If interested tear out this page and place with letters to be answered.



At The Hamilton Convention

You will find us at Booth 55

Come in and get better acquainted with the Perfection Line and with us.

New Perfection Oil Cookstoves and Perfection Oil Heaters and New Perfection Water Heaters are good lines to handle this year—especially so for the economies as well as the comforts they make possible.

The Perfection Line is heartily endorsed by more than 3,000,000 users. Several thousand new users will be added in Canada this year. Inspect our display in Booth 55 and you will understand why.

If you are not already handling Perfection Stoves you will be interested in our dealer proposition and quite likely we can get together for business profit. Stop at our booth anyway.



The Long Blue Chimney with the solid brass burner that gives the steady, intense, white-tipped flame.

New Perfection Cookstoves.
New Perfection Cabinets.
New Perfection Ovens.
New Perfection Water Heaters.
Perfection Oil Heaters.



THE PERFECTION STOVE COMPANY
LIMITED

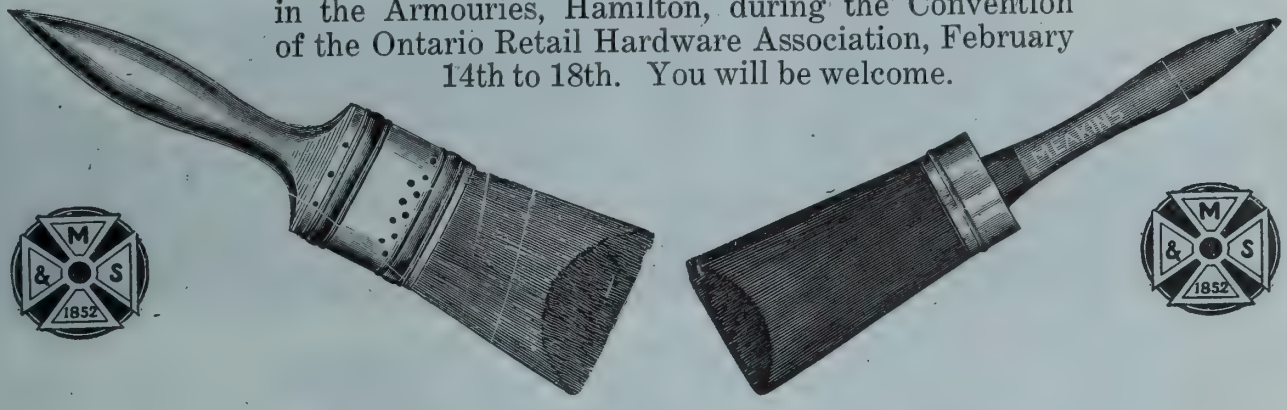
HOME OFFICE AND FACTORY
SARNIA - - ONTARIO
Sales Branches in Montreal and Winnipeg.

If interested tear out this page and place with letters to be answered.

Yes, We'll be There

Booth No. 45 at the Convention

You are cordially invited to pay us a visit at our booth in the Armouries, Hamilton, during the Convention of the Ontario Retail Hardware Association, February 14th to 18th. You will be welcome.



Meakins Brushes



Oval Paint Brushes; Varnish, Stencil and Glue Brushes; Sash Tools; Small Brushes; Household Brushes; Factory, Flat Wall and Beaver Wall Brushes; Flat Paint Brushes; Kalsomine, Tar Roofing, Whitewash, Skimming, Paste, Bill Posters', Paperhangers' and Wall Stipplers' Brushes; Painters' Duster and Seam Brushes; Graining Combs; Painters' Scrubs, Stencil Marking and Artist Brushes; Copying Brushes; Writing Brushes; Ox-hair Color Brushes; Lettering, Lining, Sable, Water Color, Sweeping, Parlor Floor, Dust, Whisk or Corn Brushes; Bakers' Factory, Hearth, Cornice, Radiator, Window, Bottle, Jar and Automobile Brushes, Wipers and Pot Scrubs; Staple, Closet, Wire, Casting and Boiler Tube Brushes; Tanners' and Printers', Sink and Kitchen Brushes. Our catalogue will give you the complete list.



Write for complete Catalogue. Order through your jobber.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver; Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.



King William, Ferguson Ave. and Rebecca Sts.

MERCHANTS attending the Hardware Convention, Feb. 14 to 18 are very cordially invited to give us a call; we will be pleased to see all hardware dealers, whether customers or not.

You will no doubt be interested in looking through our new warehouses.

Wood, Alexander & James

Wholesale Hardware Merchants

Hamilton

Toronto Office
45 Jarvis Street, cor. King Street

Wood, Vallance Limited
Winnipeg, Man.

Wood, Vallance Limited
Regina, Sask.

Wood, Vallance & Leggat, Limited
Vancouver, B.C.

Wood, Vallance Hardware Co., Limited
Nelson, B.C.

Wood, Vallance & Adams, Limited
Calgary, Alta.

If interested tear out this page and place with letters to be answered.

Can you supply the tool he should have in his hands?



Of the more than fifty micrometers in the Starrett line, there are just two that this machinist ought to use for this class of work.

Both of these tools are designed for accurately testing comparatively large diameters. Which of these would you place in his hands?

Refer to the new Starrett Catalog No. 22 "M A" and see if you have this "mike" in stock.

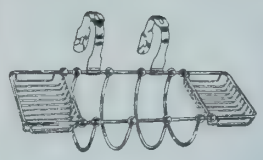


THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-144

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.



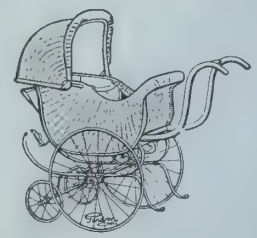
The Gendron Mfg. Co., Ltd., Toronto



We will show at

Hamilton, February 14th to 18th

IN THE ARMOURIES



Our line will be composed of Bathroom Fittings and Hardware Specialties, Children's Vehicles, Velocipedes, Sleighs, Coaster Wagons, Doll Cabs, Autos.



The Gendron Mfg. Co., Ltd., Toronto, Ont.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36

TRADE CHICAGO MARK

TRADE CSB CO MARK

SPRING HINGES



You Are Cordially Invited To Visit Booth No. 67 At the Ontario Hardware Convention

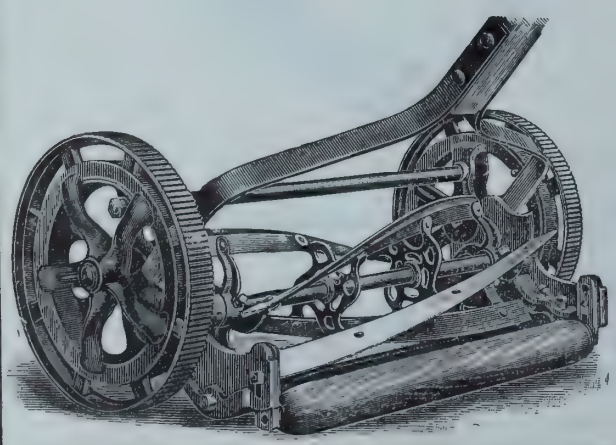


Exhibit of Cultivators, Sprayers, Lawnmowers

The Eureka Planter Co.
Limited
Woodstock, Ontario

If interested tear out this page and place with letters to be answered.



Meet Me at the Convention



You Need a Complete Line We Have It

IN THE "1900" line of Washers there is a type of machine for every demand. Our National Advertising creates a steady demand for every type. The reputation of this old-established line is a factor in sales making—and a feature no other line of washers on the market can approach. And the quality of the line always has been—and always will be—so maintained as to merit that reputation.

Consider the unlimited possibilities in a line embracing so many types of machine—each a leader in its class!

1.—A highly-perfected Electric, All-Metal Washing Machine made in two sizes—the 1900 "Cataract."

2.—Also a Wooden Tub, medium-priced electric machine. (Both types of these electric machines may be operated by other power, such as gasoline engine.)

3.—The unexcelled "1900" Water Power Machine is the most popular machine of its type—exceptionally well made and efficient.

4.—We have the best-designed hand machine on the market—the "1900" Gravity, known to dealers everywhere as a ready seller. Its merits have become better and better known each year that it has been on the market, and to-day its supremacy among washers of its type is generally acknowledged.

5.—We also have a medium-priced hand machine, the "Success," which merits the high opinion in which it is held among those who have compared it with others selling at the same price.

6.—Our assortment of high-grade wringers are worthy members of the "1900" line. All washers and wringers are strictly Canadian made.

7.—Rounding out the "1900" line there is a high-grade Ironing Machine which we carry in stock in a great variety of sizes.

Dealers and the public have always a standing invitation to visit us and see our process of manufacture—but we especially ask you to remember that this complete "1900" line will be on display at the Hamilton Convention. There we hope to have the pleasure of meeting visiting dealers and showing them the merits of our line in detail.

H. H. Morris, Manager

The Nineteen Hundred Washer Co., 357 Yonge St., Toronto

If interested tear out this page and place with letters to be answered.

You are assured of a hearty welcome at

Booth No. 43

At the Ontario Hardware Convention

Be sure to visit us while you are at the Convention in Hamilton; we shall be glad to have you drop in. Mr. Geo. H. Sager will be there to extend our welcome to the old friends and the new ones that we hope to see at Booth 43.

A demonstrator will show the use of:

Johnson's Prepared Wax (Paste and Liquid)
Johnson's Perfectone Enamel
Johnson's Perfectone Under-Coat and
Johnson's Artistic Wood Finishes

Also

Johnson's Car Savers

S. C. Johnson & Son, Limited

Manufacturers

Brantford, Ontario, Canada

If interested tear out this page and place with letters to be answered.

Ford

Truck



Rapid transportation of materials and men from job to job, and more country business available with—the sturdy Ford Truck. It does all work with greatest efficiency and economy.

Sold as chassis only. Price $750 F.O.B. Ford, Ontario. Starter and electric lighting $100 extra.

Your dealer can advise you the best type of body to suit your needs.

Ford Motor Co. of Canada, Ltd.

Ford, Ontario

If interested tear out this page and place with letters to be answered.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.

Ask Your Jobber.

P×H

IMPERIAL

INGERSOLL

WATCH THIS SPACE NEXT WEEK.

OUR TRAVELLERS ARE ON THE WAY.

St. Marys Wood Specialty Co.
Limited
St. Marys, Ont.



Mr. Hardware Dealer—

You are cordially invited to visit our exhibit of

MAPLE LEAF SAWS

Booth No. 14

At the Annual Convention in Hamilton, February 14th to 18th.

KEEP YOUR MONEY in Canada by buying Maple Leaf Saws. They are made by an all-Canadian firm and all-Canadian workmen.

SHURLY-DIETRICH CO. LTD.

Galt, Ontario

If interested tear out this page and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

FOR THREE SCORE YEARS AND TEN THE JAMES SMART PEOPLE AT BROCKVILLE HAVE PRODUCED VARIOUS LINES OF HARDWARE AND TOOLS. THE UNFAILING WORTH OF THESE PRODUCTS HAS ESTABLISHED THEIR TRADE MARK, WHICH IS A DIAMOND G. THE SUCCESS OF THEIR BUSINESS IS ATTRIBUTED TO THE RECOGNITION BY BOTH DEALER AND CONSUMER OF THIS SIGN AS A HALL MARK OF QUALITY.

JAMES SMART PLANT

BROCKVILLE - - CANADA

If interested tear out this page and place with letters to be answered.

Tips to Tackle Dealers

Bamboo Rods

We make a specialty of Bamboo Rods at popular prices. These are the most staple goods a fishing tackle department handles. Write us for prices and let us ship you a good assortment now while our stock is complete.

Our bamboo rods are selected from good, sound Japanese poles and made up in our own factory. Twenty-five varieties; two, three and four joints; plain or full mounted, with rings, guides and reel seats; double or single ferrules. These rods can be made to your own order, in any lengths or sizes, from our own large stock.

Note—We maintain the only expert rod-repairing department in Canada. Send your customers' repair jobs to us.



A Sign of Quality



A Sign of Quality

Allcock, Laight and Westwood Co. Limited

Tackle Exclusively **Established 1800**

70 King St. West, Toronto

Branches all over the World. Our goods sold by leading dealers everywhere

Thor 75 Automatic Electric Ironer



THE 100% IRONER

Here is a new home Ironer which is so far advanced that all comparison is removed. It has the features for which dealers have been wishing to boost their Ironer business. This Ironer is rapidly becoming as popular with the housewife as the Thor Washer.

Here are the features which offer material for the most convincing sales talk ever given on a home appliance:

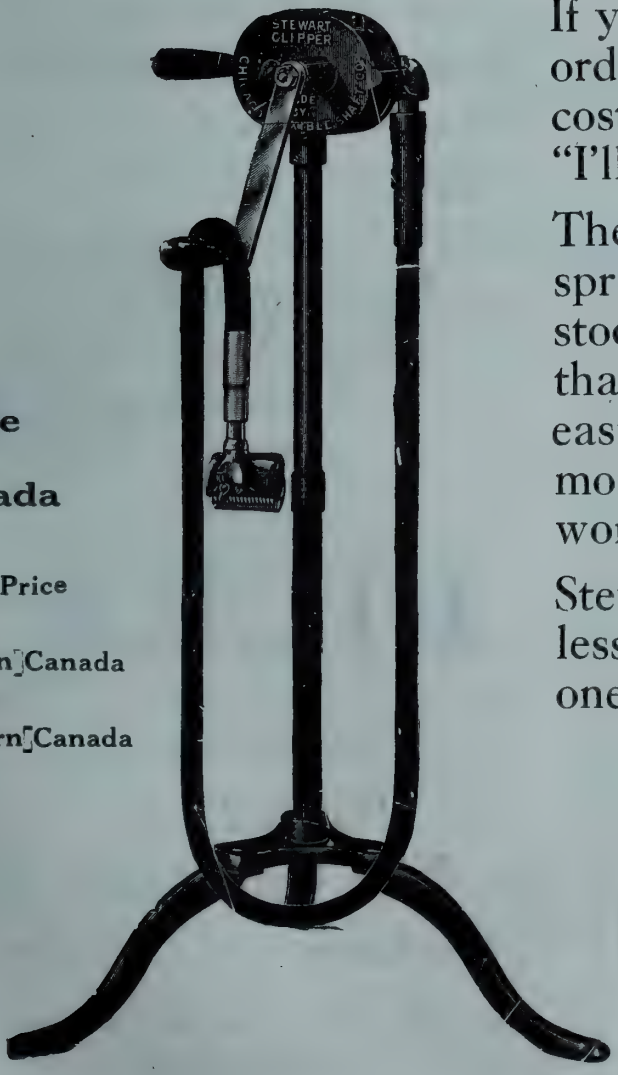
Automatic control
No hand or foot levers
Two-speed roll
Self-aligning shoe
Large swivel casters
Collar and cuff attachment
Four-position shoe
Direct drive—no belts
Light weight
Easy to install

HURLEY MACHINE COMPANY, LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.

"I Want a Stewart Clipping Machine!" That's What He'll Say! Will You Answer by Demonstrating a—

STEWART No. 1 Horse Clipping Machine



Made in Canada

Retail Price
$14 Eastern Canada
$14.50 Western Canada

If your stock is low you'd better order now. You know what it costs your business to have to say, "I'll order it."

The necessity and benefit of spring clipping are fully understood now. Your customers know that a clipped horse dries off easily without risk of colds, pneumonia or heaves, and is fresh for work next day.

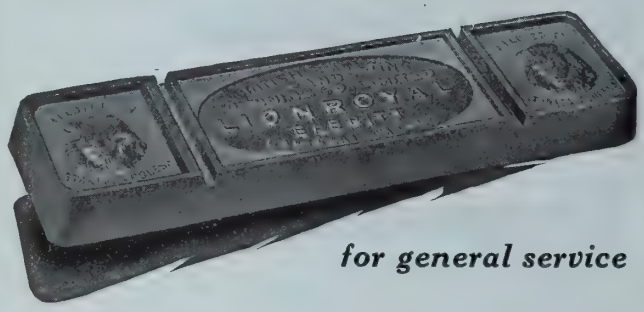
Stewart Clipping Machines cost less than the loss of one horse for one day may amount to.

Your jobber stocks Stewart Machines —get your order to him now. Ask for the attractive new cards for window display.

Flexible Shaft Company
Limited
349 Carlaw Ave.
Toronto, Canada

If interested tear out this page and place with letters to be answered.

"Alloyed under the Stanley Process"



for general service

Lionroyal

Made in Canada

This BABBITT Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost — it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

File Users are Particular

Where files are used constantly in large numbers they must be of the best.

It is the best of recommendations to the dealer that large file users invariably specify one of the following five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Made in Canada by

Nicholson File Company

Port Hope - Ontario

We carry large reserve stocks and can give quick service.

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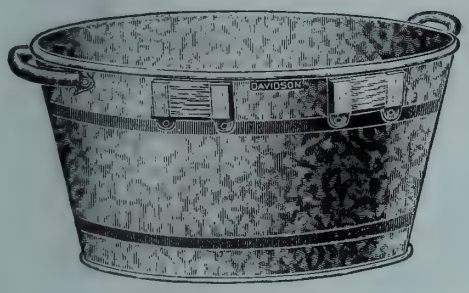
Galvanized Pails and Wash-Tubs

We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures superiority and a durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection, which rusts and corrodes.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.

The Davidson trade mark denotes quality



The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

"PEERLESS" CUTLERY





FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

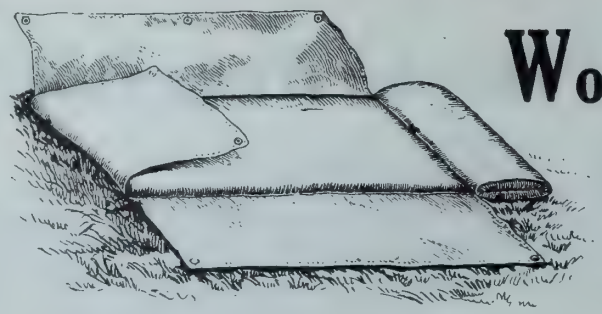
FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

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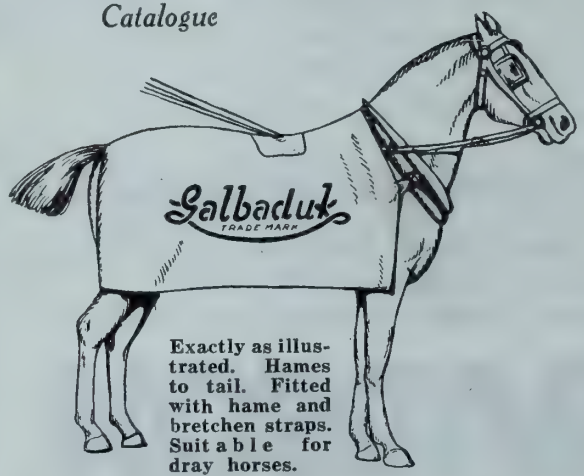


Woods Sleeping Tarpaulins

Make Profitable Sales

Carefully made of waterproof duck, this comfortable sleeping tarpaulin is suitable for camping parties of almost any description. Durable and efficient, this tarpaulin gives a service that satisfies, and brings the dealer new and many friends. The Woods Sleeping Tarpaulin can be used as a roll-up, bedsheet or sleeping kit. Absolutely watertight and easily packed with the aid of a tump-line. Blankets are kept perfectly dry and the pocket-forming pillow is a most handy receptacle for changing changes of underwear and other necessities of camp life.

Write for Catalogue



Exactly as illustrated. Hames to tail. Fitted with hame and bretchen straps. Suitable for dray horses.

Galbaduk Storm Covers

Storm Covers for horses are all-year necessities, before all-year sales-makers. These dependable covers are made of Galbaduk, a water- and mildew-proof product of our own factories. Strong and well made, they give their owners years of service. We also make Tents, Flags, Tarpaulins, Mackinaw Clothing and Jute and Cotton Bags, Camp Furniture, etc.

Woods Manufacturing Co.

OTTAWA, CANADA

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

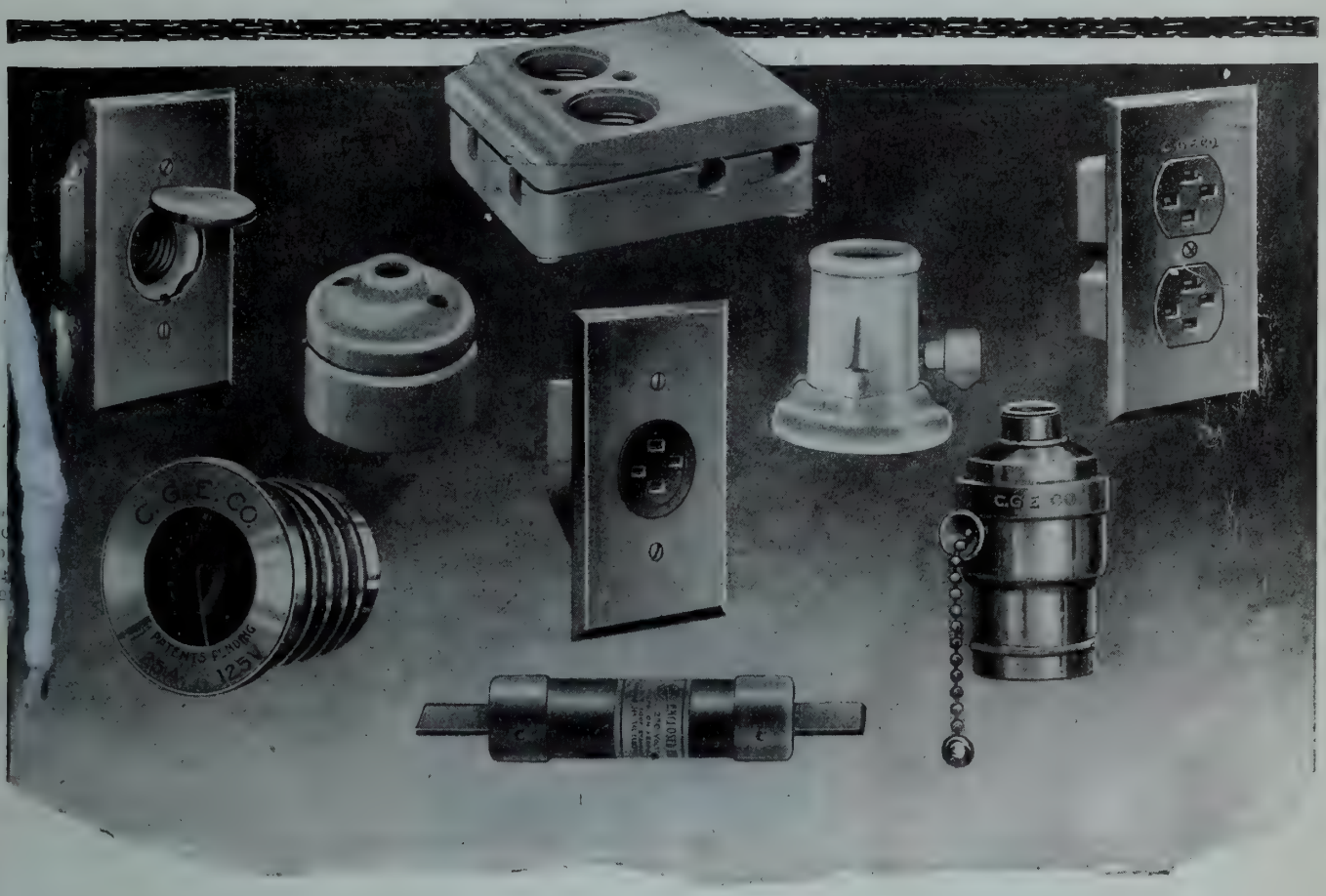
Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

If interested tear out this page and place with letters to be answered.

The efficiency of an electrical installation is largely dependent on the reliability of its Wiring Devices



Electricity, the Friend of Mankind

ELECTRICITY has done much to make the lot of man easier. The housewife and the school child, the factory worker, and the busy executive all benefit by the co-operation of electricity in their daily tasks.

The degree of satisfaction derived from any electrical installation, largely depends upon the quality of the Wiring Devices used.

The knowledge that C.G.E. Wiring Devices have been used, throughout, on an installation guarantees freedom from trouble and disappointment.

"Made in Canada"

Canadian General Electric Company, Limited

Head Office **Toronto**

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

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650 Feet per Pound

We hope to see you at Booth No. 4, just inside the door, at the Hamilton Convention.

Consumers Cordage

Blue Ribbon Binder Twine

Also:



600 Feet per Pound



550 Feet per Pound



500 Feet per Pound

The Farmer's Favorite Twine

This is the superior binder twine that delights the farmer and assures you his continued orders in succeeding seasons. This binder twine easily leads in strength, yardage, and freedom from knots, bunches, or other defects. It feeds smoothly and evenly through the machine and proves economical and efficient, to the satisfaction of the farmer and the merchant.

Place your orders now, to insure delivery, so that you will have it early in the season when your customers want it.

The strength, length and quality are guaranteed.

Manufactured in Canada by Canadians Who Buy Canadian Farm Produce

Consumers Cordage Company, Limited

Halifax, Montreal, Toronto

Agents and Stocks:

Tees & Persse Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bisset & Co., Quebec.

Macgowan & Co., Vancouver

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, FEBRUARY 12, 1921 No. 7

CONTENTS

Action on Tax and Tariff Matters ... 37
Customs and Inland Revenue Chart ... 37
Building a Branch Hardware Business ... 38-39
Winners in Hardware and Metal Window Display Contest ... 40
Two of the Prize Windows Illustrated ... 41
Is There Any Profit in Gasoline? ... 42
Attractions of Convention City ... 43
All Set For the Convention ... 44
Plan of Exhibits at Convention ... 44
Plan of Exhibits at Convention ... 45
Hints on Seasonable Advertising ... 46
No, this is not a Hardware Window ... 47
Hardware Letter Box ... 48-49
Hardware and Metal Editorial Page ... 50
The Proposed Tax on Turnovers ... 51
Some Technicalities in Sales and Income Tax Explained ... 52-53
Twenty Years Ago ... 56
Independents' Prices Below Corporation Level ... 56
Novel Ideas for Dollar Day Sale ... 57
Western Canada News ... 59-60
Events in the Trade ... 60-61
Appointed Head of Martin-Senour Co ... 61
New Hardware Goods ... 62
Markets at a Glance ... 63
Weekly Hardware Market Reports ... 63-69
Paint Association Convention Report ... 70-72
Paint News ... 74
Weekly Paint Markets ... 76-78

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SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

The Bee To the Jam Pot

The bee zooms through the air and tumbles into the jam pot. Fills to his capacity, backs up, takes to the air—and is gone.

In a well-hidden hive some distance away—in an old hollow tree perhaps—he buzzes to other busy bees his excited story of a potful of wonderful sweetness.

And in a few minutes two, three, four bees zoom through the air—tumble into the jam pot. One by one as they fill, they back up awkwardly—balance a moment—and are gone!

Back they come again—***each bee bringing others.***

And bees are like women. Only women are even more wise.

Your store is the jam pot. The public are the bees. But what of the jam?

Do women when they buy an electrical appliance from you come back for more? And do they bring or send their friends to buy as the bees do?

If so, you must be a New Canadian Beauty Dealer. For Canadian Beauty Appliances ***once*** sold—***stay*** sold—and ***sell more*** appliances.

The secret is—***quality***. The New Canadian Beauty line just ***sparkles*** with quality. The high quality of its appearance wins woman to buy in the first place. The quality inside—the kind that is built in—that you can't see—keeps her completely satisfied.

Stock this splendid line. Take advantage of our big advertising campaign. The season ahead is going to be a fine one for New Canadian Beauty Electrical Appliances.

Order through your jobber or direct from us.

RENFREW ELECTRIC PRODUCTS LIMITED

Head Office and Works: Renfrew, Ont.

29 Richmond St. W., Toronto, Ont. 803 Lindsay Bldg., Winnipeg, Man.

The New

Canadian Beauty Electrical Appliances



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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, FEBBRUARY 12, 1921 No. 7

Early Action on Tax and Tariff Matters

Pending Session of Federal Government to be Important One From Standpoint of Hardware Trade—Test Case Being Instituted to Prove Status of Tinsmiths—Excess Profits Tax Likely To Be Discarded—Fifteen Arguments For the Turnover Tax

LLOYD HARRIS, former chairman of the Canadian Trade Mission to London and a well known Canadian manufacturer recently made the statement "the Government does not know anything about business because it is not the function of Government officials." In view of this fact and with the Federal Government about to commence upon the deliberations of another session, the hope is expressed by every hardware merchant that the members will have had quite enough experience with injudicious measures of taxation and will benefit thereby to the extent that in framing substitute taxation the counsel of experienced business men will be sought. The budget last year, in so far as taxation was concerned, contained many evidences of ill judgment which brought about a great unrest among the retail trade and resulted in many changes having to be made and the final abolition of the source of contention.

Taken as a whole the forthcoming session may prove to be one of the most important sessions yet held by the Parliament of Canada as regards its decisions in taxation and tariff matters.

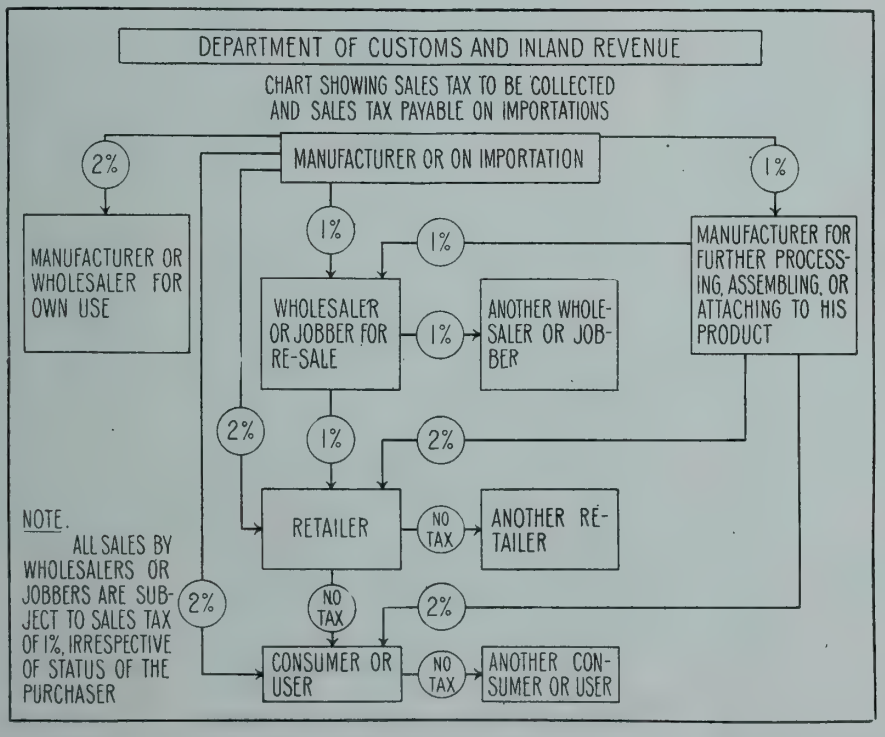
Papers Served for Test Case

One of the developments in the past day or so, of interest to those hardware merchants who operate tinshops, is the institution of the long-promised test case to determine whether the tinsmith is a manufacturer, a contractor or a retailer. The basis of contention on this point has been outlined fully in past issues of Hardware and Metal and the culmination of the test case proceedings will be awaited with interest.

The Government is prosecuting a tailoring firm in Ottawa on the grounds that it and a great many other firms which should be classed as manufacturers, have refused to take out the manufacturers' license and collect sales tax as such. Papers have been served on this firm and similar service is said to have been made upon a Vancouver firm. The result of this case will affect thousands of manufacturing retailers throughout Canada, among whom tinsmiths form an important section.

No Unjust Discrimination

The activity of the merchants in opposing this measure is a fair indication that the merchants will not stand for any unjust discrimination. It was undoubtedly largely due to the protests of merchants that the luxury tax was removed, that the present action regarding tinsmiths is being instituted and that other reforms have been made. It is likely, therefore, that more consideration will be given to the opinions of business men in framing future tax legislation.



This chart will provide the retailer, wholesaler and manufacturer with a handy reference as to the collection of the sales tax and the taxes payable on importations. Such a chart is provided only for the use of officials of the Inland Revenue Department, but to serve as a guide to the trade Hardware and Metal has secured permission to reproduce it. (Clip it out and keep it handy).

May Eliminate Profits Tax

It has been felt by merchants in various fields that the business profits tax in Canada should be the next to be eliminated. Such action is also reported to be the feeling of the Minister of Finance and some such action is looked for. In this connection it

Continued on page 56



Looking from front to rear of the Mills (Barton St.) Store, Hamilton

SOME NOVEL DISPLAY IDEAS

A large stock, well assorted and attractively displayed is evident in this view of the Mills Hardware Company's Barton St. store, Hamilton, Ont. The pyramid fixtures used down the centre of the store are here shown with their stock of kitchen utensils suspended rather than merely placed on them, in order to avoid the chipping so often experienced. The pyramid display table also allows the stock on all parts of it to show to equal advantage, while the ordinary table hides stock on the lower shelves. Small display racks will also be noted with a range of meat choppers and other kitchen utensils arranged upon them. These racks can be placed at any convenient point, oftentimes carrying a display of specials right opposite the store entrance. They are handy and their value has often been proved in this store.

Building a Branch

Most Saleable Articles Grouped on Ground Floor—Wire Baskets and Price Tickets Stimulate Sales of Small Goods—Put the Goods Within Customers' Reach—Samples on Each Drawer Containing Stock.

A BRANCH hardware store which from the standpoints of size, modern equipment and extent of trade would do justice to the exclusive management of any hardware merchant is that of the Mills Hardware Company, of Hamilton, Ont., the branch being located at 425 Barton Street East. A glance through the store from the rear and from the front, as shown in the views herewith, indicates a complete and well assorted stock of hardware arranged to minimize the amount of customers' time required to "shop." Many unique features have been adopted to give better display in smaller space and to bring the customer in closer touch with the stocks carried.

Practically every saleable article in the store has been grouped on the ground floor in order to save the time and steps of both customer and clerk. This point has been given special attention by the management and the store reflects the value of such an arrangement.

The tool department extends down the right hand side of the store to the customer entering. A large number of attractive show cards are used, these being suspended from the ceiling and on a level with the customer's eye where they will receive most attention. Plainly price marking the various tools and putting them within easy reach so that the customer may handle them has resulted in greatly helping sales of tools, according to the statement of the management.

Uses Wire Baskets

It will be noted that on the top of the display cases wire baskets are placed to contain fast-selling lines of tools. This plan, originally adopted by the 5, 10 and 15 cent store, has always proved a good method of moving stocks rapidly and has recently been adopted by a number of hardware stores to good advantage for showing certain lines. The Mills store has also proved the value of this plan.

"Let the customer see and handle the articles and the sale is half made," says Mr. Mills.

Samples of the tool stock are affixed to the individual drawers which extend from the level of the counter to the ceiling. This plan of affixing a sample



View from the rear of the Mills (Barton St.) Store, Hamilton, Ont.

Hardware Business

Pyramid Displays in Centre of Store Allow Better Showing of Utensils—Kitchenware is Suspended in Order to Avoid Chipping—Sells Much Wallpaper and Also Border for Use With Wall Finishes—Educating the Staff

to each drawer in which stock is kept greatly facilitates the location of what is required and aids new clerks. Below the level of the counter in the wall fixtures are shelves to carry surplus stock and to have reserve supplies of fast-moving lines close at hand.

The left hand side of the store is devoted entirely to paints and sundries. The wall fixtures in this department consist of large shelves and a large, well assorted stock is always on hand. Generous use is made of color cards and other paint advertising matter.

Brushes are shown in an attractive display along the counter over which the paint is sold. This has been found to be the best location for displays of brushes because of the fact that the customer generally links up the requirement of a brush when purchasing paints.

Pyramid Display Tables

The central display facilities in the store are devoted to tinware, graniteware and household requirements. Circular pyramids have been found very useful in arranging attractive displays of these lines. Small display tables are also made good use of in supplementing the pyramids, as shown in the views herewith. Sometimes groups of special bargain lines are arranged on these small tables and placed within easy reach of the customer. A grouping of aluminumware pots at 99 cents can be noted in this picture.

Most of the articles shown on these stands are suspended from hooks, thus eliminating the danger of chipping, which is generally troublesome to the hardware merchant in displaying such lines. An outstanding advantage of the pyramid is that goods can be seen at all parts of it, from the floor up, whereas when tables are used the goods underneath are practically hidden from view.

Wallpaper

The other view of the store taken from the rear shows how the bins, baskets, racks, etc., for display are carried out right through the whole store. This view also shows several racks of wallpaper. Just here it may be pointed out

Continued on page 74

USE RACKS FOR SHOWING SMALL LINES

The idea of using small wire baskets for displaying many lines of small hardware goods has been adopted in the Mills Barton St. store to good advantage. Grouping of a number of lines of small tools, for example, in these baskets, with price tickets prominently shown, has resulted in a rapid movement of the lines so treated. This view of the store looking from the rear to the front shows wallpaper samples displayed on easels. Many hundred yards of border paper have been sold to use in connection with wall finishes. The plan of showing samples of the stock on each drawer in the wall display cases is followed. This gives a neat appearance to the store and assists clerks in locating the stock. The ten doors forming the back of the display windows are also used for showing samples of stock so that not an inch of valuable space is neglected.

Prize Winners Hardware and Metal Christmas Window Display Contest

Following are the prize winners in Hardware and Metal's Annual Xmas Window Display Contest. The eight cash prizes will be mailed to the winners. We congratulate the winners in securing prizes in what was probably the largest and most successful window display contest ever conducted by Hardware and Metal.

Prize Winners---Places 5000 and Over

First Cash Prize.—Joseph T. Thompson, Mills Hardware Co. (King Street store) Hamilton, Ont.

Second Cash Prize.—J. Nelson Rush, c/o Plummer-Ferguson Hardware Co., Sault Ste. Marie, Ont.

Third Cash Prize.—W. A. Schaefer, M. Weichel & Son, Ltd., Waterloo, Ont.

Fourth Cash Prize.—George Senior, c/o Fowler Hardware Ltd., Sudbury, Ont.

HONORABLE MENTION

Alex. Baillie, Sumner Co., Moncton, N.B.

E. Babineau and C. Murray, Sumner Co., Moncton, N.B.

Dundas Bros., Cobourg, Ont.

Wm. Haire, Tourtellot Hardware, Port Arthur, Ont.

H. L. Chantler, Edwards & Rose, Lindsay, Ont.

E. H. Brown, Otton Hardware Co., Barrie, Ont.

Miss Fannie Dickson, Sumner Co., Moncton, N.B.

W. J. McIntyre, Brockville Hardware Co., Brockville, Ont.

Mr. Davies, Moose Jaw Hardware Co., Moose Jaw, Sask.

Prize Winners---Places Under 5000

First Cash Prize.—C. H. Johnston, Gibb, Brown & O'Dell Ltd., Hanna, Alta.

Second Cash Prize.—Harvey C. Curry, Falconer Hardware Co., Orangeville, Ont.

Third Cash Prize.—Rutherford & Kayser, Simcoe, Ont.

Fourth Cash Prize.—F. Menzies, T. S. Tait & Sons, Campbellford, Ont.

HONORABLE MENTION

Adamson Hardware, Orangeville, Ont.

N. B. Vickers, Drumheller, Alta.

Ecclestone & Bates, Ltd., Bracebridge, Ont.

Francis J. McIntyre, c/o J. McIntyre, Whitby, Ont.

G. A. Culbert, Johnson Bros., Boissevain, Man.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.



FIRST PRIZE WINDOW—OVER 5,000

as dressed by J. Thompson, Mills Hardware Co. (King St. store), Hamilton, Ont. A range of Christmas gift lines suitable for any member of the family is shown, with each article plainly price-marked. The generous use of glass shelving at the sides and on pedestals throughout the display allows it to be built up so that a greater range of goods is shown without detracting interest. This arrangement is pleasing and effective. The background is of painted wallboard. The display is reported to have brought good results.



FIRST PRIZE WINDOW—UNDER 5,000

as dressed by C. H. Johnston, of Gibb, Brown & Odell, Ltd., Hanna, Alberta. Seasonable goods in a wide range are tastefully displayed and many useful gifts for various members of the family are shown without any appearance of overcrowding. Price tickets are used generously, as are also window cards and advertising literature. The three pyramids make an effective background for the display; a novel means is used of showing pocket cutlery, and the Christmas decorations are not overdone.

Any Profit in Gasoline From Pump?

A Western Hardware Merchant Complains That the Volume Of Gasoline Varies With the Temperature—Oil Company Officials Say Biggest Sale is in Summer When Volume of Gasoline Exceeds Gallonage on Temperature Basis

DISCUSSING the points outlined in this letter from "A Western Hardware Merchant" in regard to the sale of gasoline from a curb pump, an official of the Imperial Oil Company pointed out to Hardware and Metal that it was an established fact that all petroleum products, like many other liquids, expanded in volume when heated and contracted when cooled. Thus a measurement of gasoline from an ordinary curb pump would not pump out as many gallons of gasoline from the tank in the winter as in the summer season.

Two Means of Delivery

Two means of delivering gasoline are followed by this company and by all other oil companies. In the city delivery is by tank wagons where the measurement process is used. Under this system and because of the fact that the average temperature is the same when the wagon is filled as when it is delivered there is little or no deficiency in volume in what the city hardware merchant receives and what he sells. The system of delivering gasoline in the rural districts is, however, by means of drums. It is quite evident that this is the only means of delivering gasoline to districts inaccessible to the tank wagons. The drums are filled by weight. This is thought to be the most equitable plan. Using tank wagons the weight system, obviously, could not be used.

Weighed at 60 Degrees

The basis of the weight system is gasoline at 60 degrees. It is quite apparent that if the temperature of the atmosphere is above this, the gasoline will have greater volume than when the temperature is below this point. This is where the difference comes in. It is pointed out by the official referred to that the merchant stands to gain by this process, rather than lose, because of the fact that his biggest sales come in the summer season, when if the temperature is above 60 degrees the gasoline sold him by weight will have larger volume than if sold by measure. On this basis it is figured that while there may be some slight deficiency in the cold weather this is more than evened up by the advantage in the summer, and meanwhile the oil companies claim to have no better means of delivery. This one company, it was stated, has over five hundred distributing centres located throughout Western Canada in order to minimize any difficulty in the supplying of gasoline to the trade.

"IS THERE ANY PROFIT IN SALE OF GASOLINE FROM CURB PUMP?"

1.—Does the average hardware merchant include the sales of this along with the general line of business, or does he really know the truth, that he is handling gasoline practically at a loss?

2.—How many (I will venture to say very few) hardware merchants in the country take the reading of the pump when the tank is empty and add the gallonage of the drums put in and test same out. If they do they cannot get the gallonage to pan out. Every hardware man should do this and see the results. They will surprise him.

3.—In buying gasoline does the merchant buy a gallon of expanded gasoline and sell a gallon of contracted gasoline, thus losing in gallonage or losing in supposed profits which do not exist.

4.—Why should the merchant sell a larger gallon than he receives? The Government sends a man around to test these pumps this merchant pays for. Why then cannot he demand his pumps tested with a gallon of gasoline heated up to 60 degrees temperature or somewhat on the basis he buys?

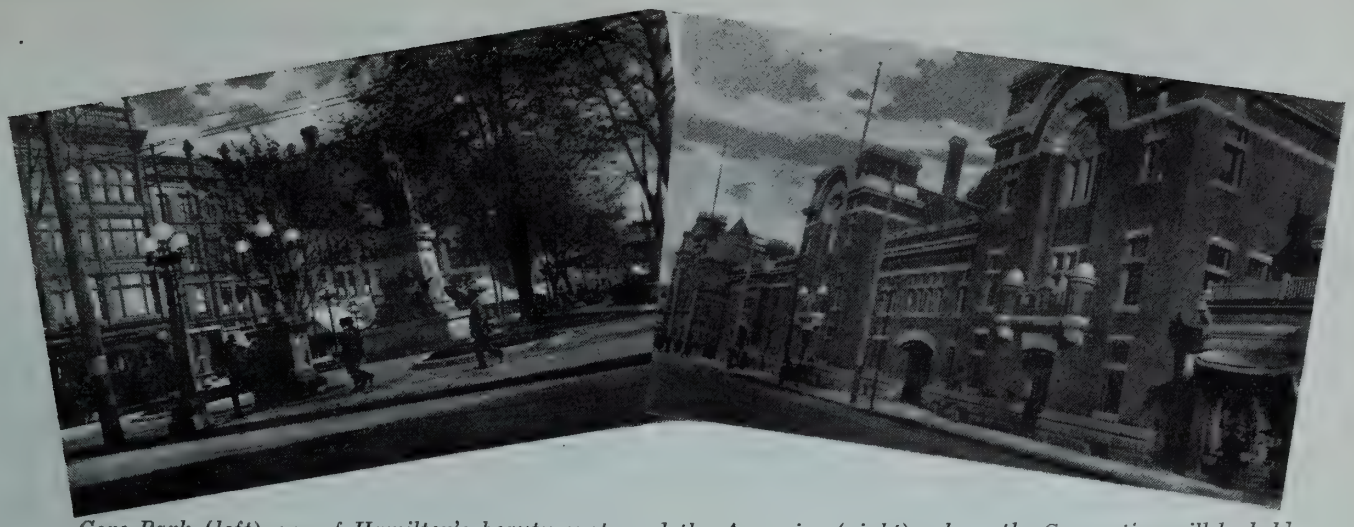
5.—I know of a certain garage man who could not get his drums to come out to nearly what they were marked, and he took the matter up with the Provincial Government, and they informed him that he would have to take the matter up with Ottawa or the civil courts. Then—which is the strongest, the oil companies or the Government.

6.—There is no doubt a certain loss by evaporation, but nothing like there used to be when gasoline was up to a higher test, nor yet is there any such a difference as this.

7.—I have heard it often said that if one were to draw off the contents of a drum of gasoline (in a gallon-tested Imperial measure) in the summer time, and kept tab of same, he would find it considerably short.

8.—I would like to present this matter to the earnest consideration of all hardware and garage men in your magazine and hear their views on the matter from merchants who are really in the business to show a profit, or who really care enough about their business to know if they are handling gasoline at a profit or really a loss.

A WESTERN HARDWARE MERCHANT.



Gore Park (left) one of Hamilton's beauty spots and the Armories (right) where the Convention will be held.

Attractions of the Convention City

Comfortable and Adequate Accommodation for Convention Sessions and Exhibits—Social and Entertainment Facilities Combined With Importance of Hamilton as an Industrial Centre Make It a Suitable Gathering Place for Ontario Hardware Merchants

THE City of Hamilton, where the convention of the Ontario Retail Hardware Association will again be held this year, has much to recommend it as a suitable centre for a gathering of hardware merchants from the province. It is well located with reference to the important trading centres of the province; it has attractions from the standpoint of beauty and social atmosphere, and it is also an important manufacturing centre, particularly in so far as the manufacture of hardware is concerned. The delegates to the convention to be held from February 14-18 inclusive, will have an opportunity on the closing day of the session to visit a number of the manufacturers in Hamilton, whose products are handled by the hardware trade.

There are many beauty spots in Hamilton, though these are of course seen to best advantage in the summer season. The city also boasts of good hotel accommodation, theatres, restaurants, etc., so that the social requirements of convention delegates should be well taken care of.

Will Use New Armories

The new Armories, on James Street, one of the most recent additions to Hamilton's larger buildings, has been secured by the officials of the association as a meeting place for the majority of the sessions and also for the exhibits to be shown by approximately seventy manufacturers. The building is shown herewith. Here an orchestra will play every afternoon and hardware merchants may visit the various booths, renewing acquaintances and discussing trade questions with those whose products they sell. The other photo shown above is of Gore Park, one of the beauty spots of Hamilton, located in the centre of the city's wide main street.

The natural advantages which the city possesses have done much to bring Hamilton to the important position it now occupies as a manufacturing centre. No effort has been spared by the city officials and by the industrial leaders already located in Hamilton to secure new industries and these efforts have been well rewarded.

Terminal Facilities

The city is well located as a terminal for railway and lakes transportation. Recent work for the development of its harbor facilities have cost the city in the neighborhood of twenty million dollars. This development provides for the reclaiming of nearly nine hundred acres of land to be used for industrial purposes and to provide dockage, supplementing the present facilities. Some idea of how this development will improve the city's shipping facilities is gleaned from the fact that docks of six miles in extent are provided, having slips six hundred feet long and two hundred feet in width.

The Birmingham of Canada

Evidence of the city's great industrial activity is seen by a glance at the profusion of tall smoking chimneys. Truly Hamilton may be classed as the "Birmingham of Canada," with its industries numbering nearly five hundred and employing more than thirty thousand workers. Cheap electrical power through its close proximity to Niagara has been an important factor in developing Hamilton industrially.

From the standpoint of a home city, Hamilton is not found wanting, with its attractive residential districts bordering the Mountain and its outskirts reaching out toward the fruit land of the Niagara peninsula. In schools, churches and other educational mediums, Hamilton also ranks well according to its population.



All Set for the Hardware Convention

Many Interesting and Important Topics to be Discussed by Authorities—Free Discussion by Retail Merchants is to be the Keynote

WHEN the curtain has rung down on the closing session of the 16th annual convention of the Ontario Retail Hardware Association in Hamilton next week, it will be too late for the hardware merchant, eligible for attendance, to calculate the advantages he would have secured by gathering with his fellow tradesmen and solving together the difficulties facing the trade. Now is the time to calculate the advantages of such a convention and to act on these calculations. Present conditions in the trade are unsettled, many hardware merchants are asking what policy to follow in solving the problems presented. These will all come in for full discussion during the gatherings and a definite line of action be decided upon.

At least two moving pictures of industrial processes interesting to hardware merchants will be shown, thus encouraging a detailed knowledge of lines being sold in this trade and visits will be paid to Hamilton hardware industries, where further knowledge of hardware lines in process of manufacture can be gleaned.

Then there will be brief, pointed addresses by leaders in various branches of manufacture, wholesale and retail trade, dealing with conditions and the problems facing each department. The outlook in iron and steel trade will be dealt with by Robert Hobson, president the Steel Company of Canada, and other branches of manufacture will be outlined by J. M. Taylor, president Taylor-Forbes Co.; B. J. McCormick, general sales manager Canada Foundries & Forgings, Ltd.; Col. A. M. Hatch, Canada Steel Goods Co.

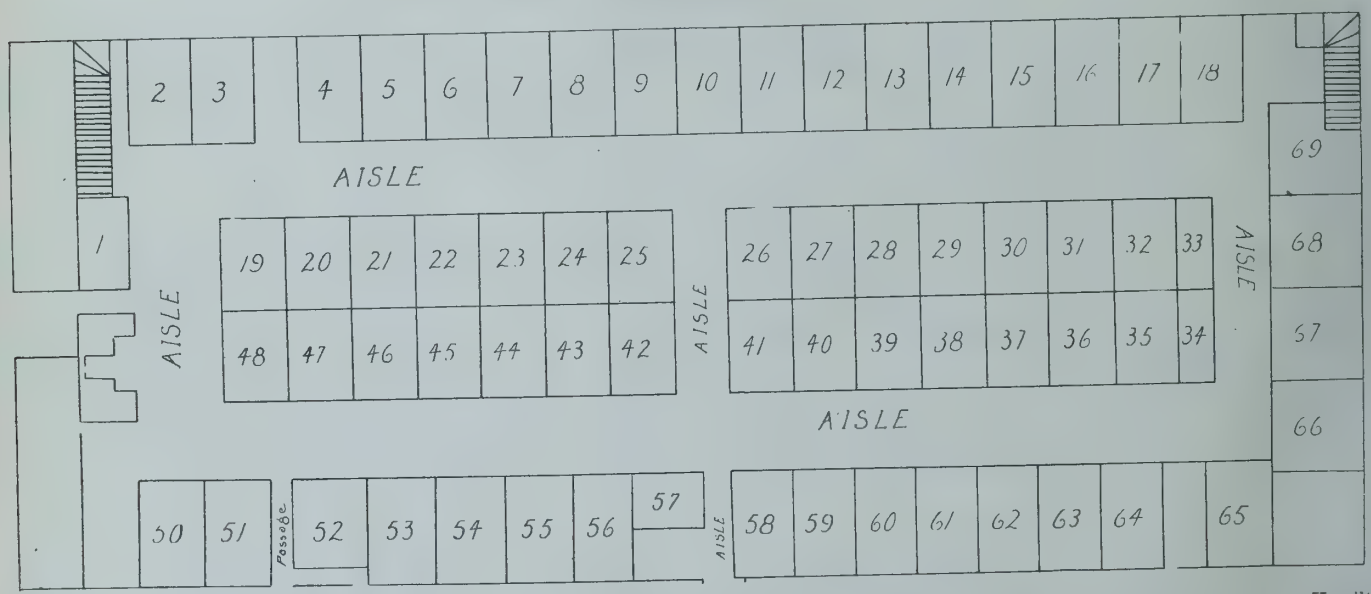
The paint and oil trade will be outlined by W. J. Lortie, Toronto manager Dominion Linseed Oil Co.; John Irwin, McArthur-Irwin Co., Montreal.

Conditions in the wholesale hardware trade will be outlined by Col. Robert Starke, president Canadian Wholesale Hardware Ass'n, and by S. H. Alexander, Wood, Alexander & James, Hamilton, Ont.

The retail trade will be dealt with by Nelson Mills, vice-president of the O.R.H.A.; G. E. May, Toronto; F. B. Smith,

Continued on page 47

Where You Will Find the Exhibitors



Booth No.	Firm.	City
1	The Hoover Suction Sweeper Co. of Can., Ltd.	Hamilton, Ont.
2 & 3	Bird & Son, Limited	Hamilton, Ont
4	The Consumers' Cordage Co.	Toronto
5	Wentworth Manufacturing Company	Hamilton
6	Dougall Varnish Co.	Montreal
7	Stewart, Wood & Co., Ltd.	Toronto
8 & 9	The Martin-Senour Co., Limited	Montreal, P.Q.
10	The Coleman Fare Box Company, Limited	Toronto
11	The Steel Company of Canada, Limited	Hamilton
12 & 13	The Sherwin-Williams Co. of Canada, Ltd.	Montreal, P.Q.
14	Shurley-Dietrich Company, Limited	Galt
15	Lowe Brothers, Limited	Toronto
16	Canada Foundries & Forgings, Ltd.	Brockville
17	Slade Manufacturing Company	Owen Sound
18	Burlington Steel Products, Limited	Hamilton
19	Sanderson Pearcy & Co., Limited	West Toronto
20	Ohio Varnish Company, Limited	Hamilton
21	Aluminum Specialty Co. of Canada	Toronto
22	Clay Products Agency, Limited	Toronto
23	Brandram-Henderson Limited	Montreal, P.Q.
24	Hardware and Metal	Toronto
25	Richards-Wilcox Canadian Co., Ltd.	London
26	The Hall Zryd Foundry Co., Ltd.	Hespeler, Ont.
27	Kasement Skrene Dore Co.	Toronto
28	Standard Paint & Varnish Co., Ltd.	Windsor
29	The DeLaval Company, Limited	Peterborough
30	Norman Macdonald, 62 Temperance St.	Toronto
31	Oneida Community Ltd.	Niagara Falls, Ont.
32	Durham Duplex Razor Company	Toronto
33	Canadian National Carbon Co., Ltd.	Toronto
34 & 35	Martin-Senour Co., Ltd.	Montreal, P.Q.
36	Canadian Steel & Wire Co.	Hamilton
37	The Boeckh Company, Ltd.	Toronto
38	The Hamilton Stove & Heater Co., Ltd.	Hamilton
39 & 40	Daniel G. Moody	Toronto
41	E. C. Atkins & Company, Inc.	Hamilton
42	AutoStrop Safety Razor Co., Ltd.	Toronto
43	S. C. Johnson & Son, Ltd.	Brantford
44	Home Products Company	Hamilton
45	Meakins & Sons, Ltd.	Hamilton
46	Tallman Brass & Metal, Limited	Hamilton
47	N. Slater, Limited	Hamilton
48	The Canada Paint Company, Limited	Montreal, P.Q.
49	Taylor Brass Co.	Hamilton
49	Meriden Britannia Co.	Hamilton
50 & 51	Dowswell Lees & Co.	Toronto
52	Gendron Manufacturing Co., Ltd.	Toronto
53	Clare Brothers & Co., Ltd.	Preston, Ont.
54	International Business Machines Co., Ltd.	Toronto
55	The Perfection Stove Co., Ltd.	Sarnia, Ont.
56	Thermos Bottle Co., Ltd.	Toronto
57	W. D. Shambrook & Co.	Hamilton
58 & 59	The McClary Manufacturing Co.	London, Ont.
60	Brantford Roofing Co., Ltd.	Brantford
61	1900 Washer Co.	Toronto
62	Hurley Machine Co.	Hamilton
63	Bloom & Brittain	Hamilton
64	The McClary Manufacturing Co.	Brantford
65	Easy Washing Machine Co.	Toronto
66	Frost Steel & Wire Co., Ltd.	Hamilton
67	The Eureka Planter Co., Ltd.	Woodstock, Ont.
68	Canada Needle & Fishing Tackle Co., Ltd.	Toronto
69	Canadian Edison Appliance Co., Ltd.	Stratford, Ont.
In attendance	Benjamin Moore & Co.	Toronto

Convention Program of Ontario Retail Hardware Association

SIXTEENTH ANNUAL CONVENTION FEBRUARY 14-15-16-17-18 HAMILTON, ONT.

MONDAY, FEBRUARY 14TH

At Royal Connaught Hotel

2.30 p.m.—Meeting of Executive.

4.00 p.m.—Registration and enrollment of members.

7.30 p.m.—Reception and Smoker. For Members, Exhibitors, Travellers and Visitors.
Moving Picture. Industrial.

Note—All further Sessions will be held in Lecture Hall at Armouries. Members are specially requested to be prompt in attendance at opening of sessions, in order to carry program through on schedule time.

TUESDAY, FEBRUARY 15TH

In Lecture Hall—Armouries Building, James St., N.

9.00 a.m.—Opening of Business Sessions.

9.30 a.m.—Greetings from Mayor, and from Representatives of Manufacturing and Wholesale Trade.

10.00 a.m.—President's Address—Mr. Ed. Wanless.
Secretary's Report—Mr. W. F. Macpherson
Treasurer's Report—John Caslor.
Auditors' Report—Messrs. Matthewson and Peacock.

Receiving and Disposal of Reports of Officers. Appointment of Resolution and Convention Committees.

11.00 a.m.—Visit New Warehouse of Wood, Alexander & James, who extend to all an invitation to inspect their New Warehouse.

Tuesday Afternoon.

1.30 to 6.00 p.m.

Visit Exhibits in Armouries.

For practical education in the lines of goods you sell, a close examination of the various excellent Exhibits, is easily one of the best features of the Convention. There you will meet the Travellers you know, Salesmanagers with whom a personal acquaintance is a decided advantage, General Managers and Company Presidents, all of them ready to discuss business affairs and brim full of practical pointers in sales promoting.

SPEND LOTS OF TIME WITH THE EXHIBITORS.

Tuesday Evening.

7.30 p.m.—Presentation of report of Executive Committee on Permanent Secretaryship.
A conception of the duties and scope of an Asso-tion Secretary.—President Wanless.
What the Secretary owes to the members and what the members owe to the Secretary.—Secretary Macpherson.

8.00 p.m.—Notice of motion from 1920 Convention.
Discussion and disposal of report of Executive Committee.

8.15 p.m.—Nomination of Officers.

8.20 p.m.—A Game of Cards Every card headed, "What I want to know about the Hardware business." All questions to be answered first by the members, then by the President or Secretary.

9.15 p.m.—A film story of Plymouth Rope and Binder Twine. Produced by the Plymouth Cordage Company, North Plymouth, Mass., who have kindly consented to come and put on for our Association. and which will surely be appreciated by the members. Shown in nine parts:—
1—Growth and cultivation of Manila Fibre.
2—Production of Sisal Fibre.
3—Factory Panorama—arrival of hemp steamer, docking and unloading scenes.
4—Opening the fibre—its preparation and spinning. Tarring and putting up Lathyarn.
5—How Binder Twine is made. Spinning, testing for length and strength, balling, sacking, warehouse facilities for shipping. Harvest scenes.
6—Machine-made Rope.
7—General Factory scenes. Binding off coils, shipping, etc. End of the day.
8—Old-time method of hand spinning by a rope maker 90 years young.
9—Modern Rope-walk practice.

WEDNESDAY, FEBRUARY 16th.

Lecture Hall, The Armouries.

9.00 a.m.—Reports of Convention Committees.

9.30 a.m.—Business prespects for 1921.
"The Iron and Steel Market"—Robert Hobson, President the Steel Company of Canada.
"Manufactured Products"—John M. Taylor, President Taylor-Forbes Company; B. J. McCormick, General Sales Manager Canada Foundries & Forgings; Col. A. M. Hatch, Canada Steel Goods Co.
"Paint and Oil Trade"—W. J. Lotie, Toronto Manager Dominion Linseed Oil Co.; John Irwin, of McArthur-Irwin Co., of Montreal, representing the "Save the Surface" Campaign Committee.
"The Wholesale Trade"—Colonel Robert Starke, President Canadian Wholesale Hardware Assn.; S. H. Alexander, Wood, Alexander & James, Hamilton, Ont.
"The Retail Trade"—Nelson Mills, Vice-President O.R.H.A.; G. E. May, Toronto; F. B. Smith, Belleville, G. A. Binns, Newmarket; A. J. Wright, Hamilton.

11.30 a.m.—Mutual Fire Insurance as carried by Retail Associations—Mr. Norman S. Jones, Manager for Canada Northwest Mutual.

Wednesday Afternoon.

1.30 p.m. to 6 p.m.—Visit Exhibition in Armouries. Music by Orchestra.

7.30 p.m.—Complimentary Banquet tendered by Wood, Alexander & James, of Hamilton.

THURSDAY, FEBRUARY 17th.

Lecture Hall—The Armouries.

9.00 a.m.—Reports of Committees.

9.15 a.m.—Election of Officers.

9.30 a.m.—The Chain Store Proposition—F. A. Maycumber, Sales Manager Winchester Repeating Arms Co., New Haven, Conn.

10.00 a.m.—Co-operative Buying—Mr. William Hargreaves, Manager Drug Trading Company, Toronto.
Questions and discussion of addresses on chain stores and co-operative buying.

11.00 a.m.—Exhibitors' hour. Short, pithy addresses by Exhibitors and Salesmen on "Selling Points."

12.30 p.m.—Entertainment

Thursday Afternoon.

1.30 to 6 p.m.—Visit Exhibits in Armouries.

7.30 p.m.—A talk on advertising to bring results.

8.00 p.m.—Members' Session Question Box. Answers to cards on file.

Smoker and entertainment.

FRIDAY, FEBRUARY 18th.

9.30 a.m.—Visit to Factories. Hamilton is the centre of hardware manufacturing industries and a visit to the various factories is both instructive and enjoyable.

Hints on Seasonable Advertising

The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising.



THE three illustrations herewith show timely ads. written by Canadian hardware merchants, each making good use of their space by the generous use of illustrations, brief descriptions, prices and some distinctive features.

Hall Bros., Cornwall, Ont., brighten up their advertisements with a little illustrated talk, headed so as to arouse interest. A brief sketch is made of some interesting occurrence and is linked up with some message about the store. This one reads: 'Twas said—A farmer had persuaded one of his town friends to accompany him in the two-wheeled cart on a jaunt into the country. The horse seemed to resent the stranger aboard and taking the bit between his teeth, bolted. "I say, Bill," said the townsman, "I'd give five dollars to be out of this." His friend replied, "Don't be so free with your money, you may be out for nothing in a minute."

"Figuratively speaking, you'll not be sorry that you climbed in our wagon when you buy hardware of us—we don't say that you'll get something for nothing, but we do claim that there's full value for every dollar you spend here and you'll get lots of satisfaction out of every article from this store. If you want to journey on the high road to real economy you're welcome to ride with us."

Stanley Mills & Co., Hamilton, Ont., devote good-sized space to an ad. on aluminum ware, emphasizing the point that the initial cost is the only expense and the durability of these utensils saves the continual buying of new utensils. Aluminum tea kettles, dishpans, soup strainers, coffee percolators, casseroles, sauce pans, double boilers, stew kettles, covered roasters are dealt with separately and well illustrated. An invitation is extended the reader to visit the kitchen department.

A miscellaneous grouping of articles is found in the ad by **The Northern Hardware Co., Edmonton, Alta.** Toilet clippers, shaving brushes, wash boilers, shaving soap, paint brushes, razor hones, butcher saws and cleavers are all mentioned. Here again illustrations are used profusely and the division of the ad into small sections giving a brief description and prices on each line illustrated, makes a very attractive layout.

Fireplace furnishings are featured in an ad. by **Rice Lewis & Son, Ltd., Toronto.** An illustration of a shovel, tongs, poker and brush on a stand is shown and the ad reads: "This is the season when the joy of sitting round a grate fire can hardly be exaggerated, and at the end of a busy day it adds considerably to the pleasure and comfort of life to admire a beautifully-designed set of furnishings. We have a variety of designs and styles, particularly featuring the antique copper finishes in fenders and combination fire sets, basket grates, screens, andirons, coal boxes and hods. In black, brass and bronzed finishes."

"Glowing, grateful heat—anywhere—anytime," is the heading on an ad featuring oil heaters, by **W. H. Thorne & Co., Ltd., St. John, N.B.,** which continues: "An oil heater is all that is required to take the chill from the bedroom while you and the kiddies are dressing in the mornings. The easiest and most economical way is to use a ——oil heater which is clean, convenient, odorless, smokeless and absolutely safe (you can't turn it too high). It

can be easily carried from room to room. There are several styles of —— heaters which you'll find in our Oil Heater section."

"Our stove experience is at your service," reads a stove ad by **J. R. Myers & Sons, Ltd., Stratford, Ont.**, which continues: "If you want a new stove installed or your present one repaired, we can give you excellent satisfaction in either case. We recommend the —— range for heavy work and the —— for small kitchens because they are properly constructed. They produce the most heat with the least fuel. Their popularity is due to the satisfactory service they are giving."

This ad also mentions waffle irons under the heading "Waffles for breakfast—hurry." Continuing: "There will be some scramble when mother announces waffles for breakfast, if they are made in one of our new waffle irons. They make it easy to cook delicious cripsy waffles, in short order. Substantially and durably made—easy to turn over.

"Labor-saving house wares for the farm home" is the subject of a recent advertisement by **Dundas Bros., Cobourg, Ont.**, which points out that the work for the woman in the farm home may be made much easier by the use of proper articles to save labor. Under this heading are listed washing machines, wringers, ironing boards, oil heaters, heaters for the car or buggy, lamps, sweepers, furniture polishes and floor mops, bread mixers, covered roast pans, food choppers, etc. It points out that a complete line of up-to-date cooking utensils will save a lot of kitchen work and worry.

A section of the ad is devoted to **ranges.** Under an illustration of the particular line handled in this store is the heading, "Make it your kitchen partner." Continuing, the ad. says: "If your kitchen is equipped with a ——— range this winter you can produce cooking and baking results par excellence. There are many users who attest to the ability of this range. They state with enthusiasm that it lessens anxiety and adds more interest to every meal. We are very anxious that you should see one of these ranges —you are therefore cordially invited to visit our store and have the ———— range demonstrated. You will be under no obligation."

ALL SET FOR THE HARDWARE CONVENTION

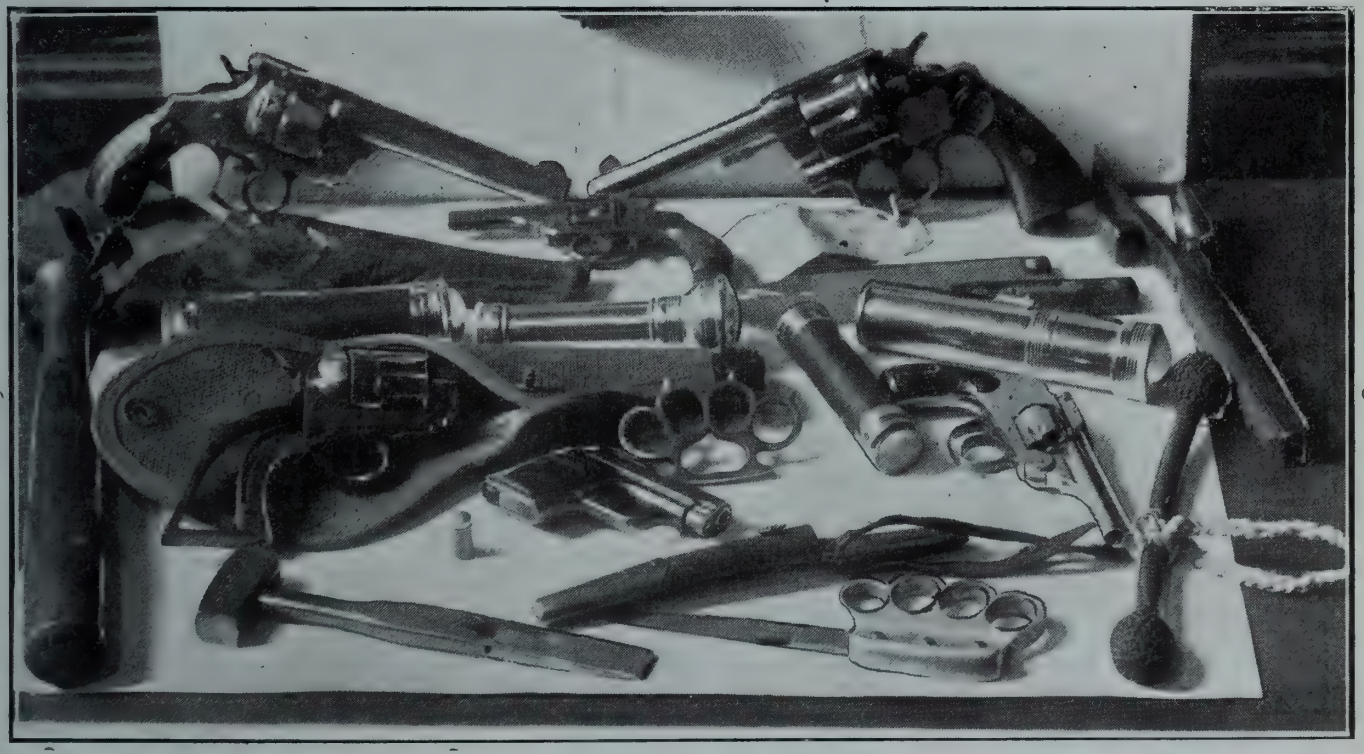
(Continued from page 44)

Belleville; G. A. Binns, Newmarket, and A. J. Wright, Hamilton. Then the exhibits of manufacturers will provide an opportunity of ready intercourse with the representatives of many firms whose products are handled in the trade.

Other special speakers secured for the occasion include: Norman S. Jones, manager for Canada of the Northwest Mutual Insurance Co., speaking on mutual fire insurance for retailers; F. A. Maycumber, sales manager Winchester Repeating Arms Co., New Haven, Conn., speaking on the chain stores; Wm. Hargreaves, manager Drug Trading Co., Toronto, speaking on co-operative buying.

There will be much instructive data of value to retail hardware merchants in these addresses and every merchant attending will have an opportunity of discussing any points of special interest. The keynote of the whole convention is to be a free exchange of ideas among retail hardware merchants. The gathering is in the interests of hardware retailers and a large turnout will be the best evidence that the plans and the work done by the officials has been appreciated.

No! This is Not a Window Display



These articles, or at least some of them, may have figured in the display of a hardware store at some time, but the group shown herewith represents a collection of flashlights, revolvers, cartridges, knives, knuckle dusters, jimmies, and other weapons of violence as taken by the Toronto police from burglars and hold-up men whose recent depredations in this city have caused much alarm. Some of those from whom these articles were taken will spend the next few years behind another kind of hardware.

Hardware Letter Box

RECORD VISE

James Cowan & Co., London, Ont.—Can you tell us who handles a vise called the Record?

Answer.—This vise is made by the C. & J. Hampton Co., Ltd., Sheffield, England, and can be procured from the Aikenhead Hardware Co., Ltd., Toronto, Ont.—Ed.

* * *

PEERLESS INCUBATOR

The Disney Hardware & Implement Store, Whitby, Ont.—Would you be good enough to give us the name of the manufacturer of the Peerless Incubator?

Answer.—The makers are the H. M. Sheer Co., Quincy, Illinois.—Ed.

* * *

COOPER'S SHEEP DIPPING POWDER

Smith's Hardware, Newmarket, Ont. — Would you be good enough to inform us where we could procure Cooper's Sheep Dipping Powder?

Answer.—The manufacturers of this preparation are Wm. Cooper & Nephews, 152 West Huron St., Chicago, Ill., U.S.A., and the Co-operative Wool Growers, Ltd., Simcoe St., Toronto, Ont., are the exclusive agents for Canada.—Ed.

* * *

TRUNK AND SUITCASE HARDWARE

John Fennell & Son, Kitchener, Ont.—Can you give us information of manufacturers of trunk and suitcase hardware, that is hinges, locks, latches, etc?

Answer.—The Canadian Yale & Towne, Ltd., St. Catharines, Ont.; Peterborough Lock Mfg. Co., Ltd., Peterborough, Ont.; F. A. Mahon, Jr., Montreal, Que.; Brainerd Mfg. Co., East Rochester, N.Y.; McKinney Mfg. Co., Pittsburgh, Pa.; Stanley Works, New Britain, Conn.; Worcester Metal Goods Co., Shelton, Conn.; Eagle Lock Mfg. Co., Terryville, Conn.; American Brass Novelty Co., Grand Haven, Mich.; Aetna Brass Mfg. Co., Cleveland, O.—Ed.

* * *

AUTOMOBILE TIRE COVERS

Sumner & Co., Ltd., Moncton, N.B.—Would you let us have the address of any firm manufacturing automobile tire covers in Canada?

Answer.—Cutten & Foster, Ltd., Church St., Toronto, Ont.; The Woodworth Mfg. Corporation, Niagara Falls, Ont.—Ed.

* * *

REPAIRS FOR QUEEN OAK

W. J. Roche, Sturgeon Falls, Ont.—Where can we procure repairs for the Queen Oak coal heater?

Answer.—Our information is that this stove is not now being made and patterns have been destroyed, but if you could send parts to McIntyre & Taylor, 501 Queen St. W., Toronto, they would be able to supply you with repairs.

* * *

REPAIRS FOR PEERLESS OAK

G. M. Fischer, Green Front Hardware, Preston, Ont.—Will you kindly inform me where I can get repairs for the No. 16 Peerless Oak Heater.

Answer.—We understand that the Beach Foundry Co., Ltd., Ottawa, Ont., and Tudhope Anderson & Co., Orillia, Ont., both made a Peerless Oak Heater, but they are both out of date now, and repairs cannot be had. McIntyre & Taylor, 501 Queen St. W., Toronto, could make your castings if they had the old parts for a pattern.

* * *

ACCOUNT COLLECTION SERVICE

Subscriber.—Can you give the names of account collecting agencies where slow pay accounts may be placed for collection?

Answer.—We suggest the Nagle Mercantile Agency, of Laprairie, Que., who make a specialty of this work. The Ontario Retail Hardware Association, of which W. F. MacPherson, Prescott, is secretary, also run a collection service for their members.

* * *

SUNBEAM OAK HEATERS

W. A. MacLaren, Hensall, Ont.—Kindly advise where we can procure repairs for the Sunbeam Oak Heaters.

Answer.—The Sunbeam Oak Heater is made by the McClary Mfg. Co., Ltd., London, Ont., Toronto, etc., who can supply all repairs.

* * *

GAINADAY ELECTRIC WASHER

Andrew Gwack, Cudworth, Sask.—Kindly tell me who makes the Gainaday electric washing machine.

Answer.—The Pittsburgh Gage & Supply Co., 30th & Liberty Ave., Pittsburgh, Pa.

* * *

DISH-WASHING MACHINES

The Coslett Hardware Co., Fort William, Ont.—Will you advise us where we can procure dish-washing machines?

Answer.—Dish-washing machines suitable for domestic use can be procured from the following: The Hurley Machine Co., 413 Yonge St., Toronto, Ont.; The Walker Dish-washer, made by the Walker Dish-Washer Co., Syracuse, N.Y.; The Ross Sales Co., 651 Yonge St., Toronto; the "Drumfire," made by the Dietz Mfg. Co., Cincinnati, O.; The Walcott Mfg. Co., Hartford, Conn., maker of the "Mermaid"; the Whirlpool Mfg. Co., Philadelphia, Pa., maker of the "Whirlpool"; Fearless Dish-washer Co., Rochester, N.Y., maker of the "Fearless"; F. G. Street & Co., New York City, U.S.A., maker of the "Victor."

* * *

SHEET IRON MAIL BOXES

Codere & Fils, Ltd., Sherbrooke, Que.—Kindly give us the name and address of the manufacturers of sheet iron mail boxes?

Answer.—If this inquiry refers to the mail boxes used for rural mail delivery routes, the information is that these are made for the Post Office Department and supplied by them to user for a stated amount. W. H. Banfield & Sons, Ltd., Toronto, have made these for the Department here.

* * *

EVAPORATORS AND PANS FOR SAP MAKING

Stanley Hunt, Marksville, Ont.—Will you kindly send me the names and addresses of firms making sap pans and evaporators for maple syrup making?

Answer.—The Steel Trough & Machine Co., Ltd., Tweed, Ont.; Small Bros., Dunham, Que.; The Grimm Mfg. Co., Ltd., Montreal; J. A. Desjardins, Rigaud, Que.

* * *

RED DOT HOCKEY PUCKS

Sumner Company, Ltd., Moncton, N.B.—Kindly advise us who the makers of the Red Dot hockey pucks are?

Answer—The Red Dot brand is owned and registered by the Cragg Bros. Co., Ltd., Halifax, N.S., and all enquiries for same have to be made through them.

* * *

REPAIRS FOR NEW EMPRESS

Thos. D. Pierce, Port Rowan, Ont. — Where can I get repairs for the New Empress range?

Answer.—The New Empress range was made by the D. Moore Co., Ltd., Hamilton, Ont. If they are now unable to supply repairs you can get castings from Grundy Bros., Strathroy, Ont., and from McIntyre & Taylor, 501 Queen St. W., Toronto.

* * *

CHARCOAL IN BAGS

Nelson & Co., Acton, Ont.—Where could we buy charcoal in bags in Toronto?

Answer.—The Standard Chemical Co., Ltd., Royal Bank Building, Toronto; The Charcoal Supply Co., 380 Queen St. W., Toronto.

* * *

MILK BOTTLE HANGER

Dunlop & Co., Ltd., Pembroke, Ont.—Can you give me the address of a firm manufacturing a milk bottle hanger?

Answer.—The Beacon milk bottle holder is manufactured by the Moers-Wright Co., 1400 Broadway, New York City, U.S.A.

* * *

HAPPY THOUGHT RANGES

Warner & Coulter, Lucky Lake, Sask.—Kindly give us name of manufacturers of Happy Thought range and where located?

The McClary Co., Ltd., London, Ont., are now operating the plant of the Wm. Buck Stove Co., at Brantford, Ont., and can supply Happy Thought range or repairs. The McClary Mfg. Co. have a branch at Saskatoon, Sask.

* * *

ALUMINUM

Thompson & Sutherland, Limited, North Sydney, N.S. — Kindly advise best place to buy aluminum suitable for match plates, also pure aluminum?

Answer.—The British Aluminium Company, 265 Adelaide St. W. Toronto; Canada Metal Co., Toronto, specialize in these lines and can supply your requirements.

* * *

STORE FRONT CONSTRUCTION

W. J. McKeeman & Sons, Glamis, Ont.—Can you let us have names and addresses of any firms who make store fronts?

Answer.—The following are firms who specialize in wood and metal store front construction and also the metal work for glass store fronts: Metal Store Front Construction for Glass—The Hobbs Mfg. Co., Ltd., London, Ont; The Consolidated Plate Glass Co., Ltd., Toronto. Metal Store Front Construction—The Beaver Brass Mfg. Co., Ltd., Toronto; Kawneer Mfg. Co., Ltd., Guelph, Ont.; Metallic Roofing Co., Ltd., Toronto. Store Front Construction, Wood—H. J. Sinclair Mfg. Co., 165 King St. E., Toronto; The R. Laidlaw Lumber Co., Ltd., Toronto.

* * *

GOODS ENTITLED TO BRITISH PREFERENCE

W.H.M., Hamilton, Can.—Please advise if you can, the percentage of labor necessary on a product to entitle it to the British Preferential Tariff?

Answer.—We presume you refer to the amount of labor in the countries entitled to the benefits of the British Preferential Tariff, and which is covered in Clause B. on the customs forms as follows:—

"(B) That each article is bona fide the produce or manufacture of a country entitled in Canada to the benefits of the British Preferential Tariff and specified on the invoice as its Country of Origin, and that each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labour in such country and not less than one-fourth the cost of production of each such article has been produced through the industry of one or more British countries."—Ed.

* * *

WOOD CARVING TOOLS

John Fennell & Son, Kitchener, Ont.—Kindly let us have a list of manufacturers of wood carving tools?

Answer.—The Miller Falls Co., Miller Falls, Mass.; Buck Bros., Millbury, Mass.; Holland Carving Tool Works, Holland, Mich.; Peter A. Frasse & Co., 417 Canal, New York City, U.S.A.

INCUBATORS AND BROODERS

The Disney Hardware & Implement Store, Whitby, Ont.—Kindly give us the names and addresses of different firms handling incubators and brooders?

Answer.—These are handled by many wholesale hardware firms, such as Wood, Vallance & Co., Ltd., and J. H. Ashdown, Ltd., Winnipeg; also by wholesale seed firms, including Wm. Rennie Co., Ltd.; Steele Briggs Seed Co., Ltd.; J. A. Simmers, Ltd. Following is a list of some of the manufacturers of these goods: Collins Mfg. Co., Toronto, Ont.; Brett Mfg. Co., Ltd., Winnipeg, Man.; Brandon Heating & Plumbing Co., Ltd., Brandon, Man.; La J. A. Gaulin Compagnie, Ltd., Beauport, Que.; Model Incubator Co., Ltd., Toronto, Ont.; The Buckeye Incubator Co., Springfield, O.; Reliable Incubator & Brooder Co., Quincy, Ill.; Des Moines Incubator Co., Des Moines, Ia.; Prairie State Incubator Co., Homer City, Pa.

* * *

CAST MACHINERY SCRAP

Ryan & Co., Amherstburg, Ont.—Can you put us in touch with dealers in machinery scrap metal?

Answer.—The Union Iron & Metal Co., Toronto; Frankel Bros., Ltd., Toronto; Toronto Metal & Waste Co., Toronto; The Northern Iron & Equipment Co., Montreal; A. Spergman, Kingston, Ont.; London Iron & Steel Co., London, Ont.

* * *

ICE CREAM TUBS AND CONTAINERS

The Campbell Hardware, St. Thomas, Ont. —Kindly inform us where we can buy ice cream tubs and containers for shipping ice cream in?

Answer.—Wood Tubs (Cedar)—Fletcher Mfg. Co., Ltd., Toronto, Ont.; C. N. Huehn, Waterloo, Ont.; The Sweeney Cooperage Co., Victoria, B.C. Metal Containers—A. Aubry & Fils, Ltd., Montreal, Que.; The Thos. Davidson Mfg. Co., Ltd., Montreal, Que.; The Fletcher Mfg. Co., Ltd., Toronto, Ont.; The Sheet Metal Products Co., Ltd., Toronto, Ont.; The McClary Mfg. Co., Ltd., London, Ont.

* * *

WINCHESTER STORES AND FACTORIES

T. E. P., London, Ont.—Can you give the names of manufacturing plants taken over by the Winchester Arms Co., and announced in your paper some months ago. Can you also advise number of stores opened by Winchester Co. exclusive of agencies run in conjunction with retail stores?

Answer.—The plants of which we had a record as being taken over by the Winchester Repeating Arms Co. are:—Barney & Berry, Inc., skates, Springfield, Mass.; Eagle Pocket Knife Co., New Haven, Conn.; Napanoch Knife Co., Napanoch, N.Y.; wrench business of Page Storms Co., Drop Forge Co., Chicopee, Mass.; Lebanon Machine Co., Lebanon, N.Y.; Morrill Target Co., Omaha; E. W. Edwards & Co., Bangor, Maine, makers of fishing tackle; bait and reel department of A. B. Hendryx, New Haven, Conn. So far as we know, exclusive Winchester stores have been opened in eight United States cities, but none in Canada. U.S. cities are as follows: Boston, Providence, R.I.; Lawrence, Mass.; Troy, N.Y.; Pawtucket, R.I; Springfield, Mass.; New Haven, Conn; New York, N.Y. —Ed.

* * *

CANADIAN HARDWARE AND IMPLEMENT UNDERWRITERS

Porteous Hardware Co., Ltd., Grand Prairie, Alta.—"Can you give us particulars of Canadian Hardware and Implement Underwriters Association of Winnipeg? Do you think they are financially strong enough to warrant giving them considerable business? The Toronto Saturday Night wrote them up on the 19th January. Your opinion will go with us. We also wish to express our gratification for the real up-to-date information that is found in Hardware and Metal each week."

Answer.—Our information regarding this company is such that we do not think that you need to have any hesitation in placing business with the Canadian Hardware and Implement Underwriters, of Winnipeg. We have made inquiries concerning this company from reliable sources, and the replies have in each case confirmed our opinion. The company is favorably regarded in financial circles. We understand the company is associated with Retail Hardware Mutual Fire Insurance Company, of Minnesota; Minnesota Implement Mutual Fire Insurance Co., of Minnesota; Hardware Dealers Mutual Fire Insurance Co., of Wisconsin.—Ed.

* * *

TOY AND GAME MANUFACTURERS

Bennett B. Smyth, Halifax, N.S.—Could you send a list of toy and game manufacturers?

Answer.—A complete list of manufacturers in Canada would contain seventy or more names. Following are a few of the toy and game manufacturers:

Toy Manufacturers—The Thos. Davidson Mfg. Co., Ltd., Montreal, Que.; J. H. Hanson Co., Montreal, Que.; F. J. Appleton & Sons, London, Ont.; Gendron Mfg. Co., Toronto, Ont.; J. E. Beauchamp & Co., Montreal, Que.; Walter Bentley & Co., Niagara Falls, Ont.; A. C. Gilbert-Menzies Co., Toronto; The Biscoe Doll Co., Ltd., Toronto, Ont.; Canadian Toys, Ltd., Hamilton, Ont.; Canadian Novelty & Wagon Co., Preston, Ont.; John Chantler & Co., Toronto, Ont.; Dominion Toy Co., Toronto, Ont.; Emery Mfg. Co., Toronto, Ont.; Macdonald Mfg. Co., Ltd., Toronto, Ont.; Murrayville, B. C., Toy Co., Murrayville, B. C.; Reliance Toy Co., Toronto, Ont.; Schultz Bros., Ltd., Brantford, Ont.; Geo. R. Smith, Dunnville, Ont.; Victoria Toy Co., Victoria, Que.; Western Toy Mfg. Co., Ltd., Vancouver, B.C.; Soren Bros., Toronto.

* * *

FIRE ARMS LEGISLATION

Wood, Alexander & James, Hamilton.—"Please refer to page 46 of Hardware and Metal.

"We note a paragraph headed 'Drastic Gun Regulations' which states that it is a criminal offence to sell a rifle without a permit, also under the list of weapons which a permit is required for before they can be legally carried you mention a rifle.

"To our knowledge it is not necessary to secure a permit to purchase a rifle from a retail hardware merchant, neither is it necessary to obtain a permit to carry a rifle for sporting purposes.

"We believe the information contained in this paragraph conveys a wrong impression, and we would ask you to take up this matter with your source of information and if the details are not correct to make a further explanation of the paragraph."

Answer.—Owing to the recent increase in crime, especially in hold-ups involving the use of firearms an act to amend the Criminal Code, assented to by the Federal Government on July 1, 1920, has been brought into prominence just recently by Chiefs of Police in various cities in Canada in an effort to reduce the number of acts of violence.

The amendment to paragraph (a) of section 118 of the Criminal Code and to paragraph (d1) of the said section, as enacted by chapter 46 of the statutes of 1919, provides for the repeal of these sections and the substitution of the following paragraphs, providing for the prosecution of anyone who

(a) not having a permit in form seventy-six, has upon his person, elsewhere than in his own dwelling house, shop, warehouse, counting-house, or premises, or is carrying concealed, a sheath knife, bowie knife, dagger, stilletto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person; or

(aa) has in his possession any cannon, machine gun, rifle, gun, revolver, pistol, bomb, or other firearm, or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, without having a permit therefor, which permit may be issued in the same manner, by the same person, and as near as may be in the same form, as in the case of the other permits referred to in this section.

Other amendments now being enforced by the police deal with the necessity of having a permit from the police department before any of the above mentioned weapons can be purchased.—Ed.

* * *

ARE TINSMITHS MANUFACTURERS

Hardware Merchant, Fort William, Ont: (Question)—"We carry on a retail hardware business and in connection with same, we have a small tinshop and keep a man part of the season to put up stoves, make stove pipes and between times does small repair work. We do no sheet metal or outside work but sometimes make up special pans and cans to order. We pay 2 per cent. to the manufacturer on our purchases and 1 per cent. to the jobber. Kindly advise through the columns of your paper if we would be considered as a manufacturer and should we collect sales tax on what our man does in the tinshop?"

Answer.—Up until this week the government has been interpreting the strict letter of the regulation which would classify you as a manufacturer. This week, however, there is a tendency to change this policy, possibly in view of the test case being instituted by the merchants to prove the validity of this classification. If your manufacture of stove pipes, eavestrough, etc., is mere for jobs which you have contracted for you are selling direct to the consumer and are classed as a contractor and not a manufacturer. A contractor is classed as a retailer, therefore you, as a retailer should pay 2 per cent. to manufacturers on your purchases, and 1 per cent. to jobbers on purchases. No sales tax will be charged by you to consumers providing you are definitely classed as a retailer. This will depend upon the percentage of manufacturing to retailing in your case. To establish this point you will have to put the details before your nearest collector of Inland Revenue. Local collectors have been given authority to make a ruling in such cases.—Ed.

* * *

EUREKA ANTI-SPLASHERS

J. T. Jacques, 64 St. Joseph St., Quebec, Que.—Kindly let us know who are the makers of the "Eureka" Anti-Splashers for plain and hose end bibbs?

Answer.—The information is that these are made by the J. H. Seed Filter & Mfg. Co., Franklin St., New York City, U.S.A., and they can be procured from Lyons & Marks, Yonge St., Toronto, Ont.

* * *

ELECTRIC DISH WASHERS

Matthews Hardware Co., Burlington, Ont. —Kindly let us have a list of manufacturers of electric dish washers?

Answer.—The Walker Dish Washer, made by Walker Bros. Co., Syracuse, N.Y., can be had of the Hurley Machine Co., 413 Yonge St., Toronto, Ont.; The Drumfire Washer, made by the Dietz Mfg. Co., Cincinnati, Ohio, can be obtained from the Ross Sales Co., 651 Yonge St., Toronto, Ont. Other makers include: F. G. Street & Co., New York City, U.S.A.; Insinger & Co., Philadelphia, Pa.; The Walcott Mfg. Co., Hartford, Conn.; The Electric Maid Co., Davenport, Ia.; The Whirlpool Mfg. Co., Philadelphia, Pa.; Redmon, Edgar & Redmon, Cedar Rapids, Iowa; The Fearless Dishwasher Co., Buffalo, N.Y.

* * *

GAINADAY ELECTRIC WASHER

Andrew Gwack, Cudworth, Sask.—Can you tell me who is the maker of the Gainaday Electric Washing Machine?

Answer.—The Pittsburgh Gage & Supply Co., Pittsburgh, Pa., 30th and Liberty Sts.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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THE DOMINION Government meets at Ottawa within the next few days. Let us all hope that never again will we have a budget containing such perplexing, ridiculous and unworkable tax features as the one brought down at the last session.

* * *

LET US also hope and pray that the "powers that be" consult business men in all branches of trade and particularly the retailers before deciding upon the new forms of taxation which we understand are now in the process of governmental consideration.

* * *

A TORONTO merchant recently sent out calendars to his customers. On the calendars is painted a quaint little house and below is the inscription, "The Dearest Spot On Earth." Some of his customers are wondering whether this refers to the house or the store.

* * *

SHATTERED almost in its inception, the United States Government employees' store scheme, which was expected to make the retail merchant superfluous to the army of Government clerks in Washington, D.C., already has begun to disintegrate. Its affairs, which have been going from bad to worse, have now reached the verge of a smash, in which the "co-oppers" face the necessity of putting up out of their own pockets a deficit of more than $8,000. Costs money to learn how to run a retail business.

* * *

THERE has been a noticeable improvement in the "business feeling" during the past couple of weeks. This is particularly true regarding the hardware trade. The hardware trade is in better shape than almost any other class. The hardware trade of Canada has been built up on a firm foundation, selling necessities, not luxuries. In the temporary suspension of buying caused to a considerable extent by much idle gossip and some careless newspapers, the hardware trade has naturally felt the slump in a small degree. The turn of the tide is at hand and if manufacturers and wholesalers are ready to do their part in bringing things back to normal, as many already have, they will find the retail hardware trade willing to meet them half way.

* * *

A TRADE paper is complaining editorially that it is being overlooked by retailers who are alleged to have sent pictures of their stores, etc., to a paper located at a distant point and asks why they do not send material of this kind to a paper nearer home. As the gentle hint obviously refers to some illustrated articles which have appeared in Hardware and Metal, we hope we may be pardoned for replying. Hardware and Metal secured these feature articles by getting out and hustling for them, paying railway fares, photographic costs, etc. Thirty-three years' experience in publishing trade newspapers has taught us that the best way to get news, market information, feature articles, etc., is to go after them. Some people say "that all things come to him who waits," but here's a rule that's slicker: "The man who goes for what he wants will get it all the quicker."

Sell With a Conscience

THE ASSOCIATED Advertised Clubs of the World have handed out some good, sound advice, some of which has previously been published, but is worth repeating at this time. Goods and services, states the Club, no longer sell themselves. They must be sold. Good salesmanship is the order of the day. It is a help-the-buyer kind. It puts Service on a par with Profit. Its aim is to attract buyers by making buying attractive. Merchants and all sellers are not merely getting business, they are building it on foundations of integrity. Just recently the president of a national business spent thousands of dollars to apologize to the public for misstatements in advertising published in hundreds of newspapers by his company. He said policies of truth telling and fair treatment must be maintained by his company at any cost because he valued the confidence of the public and the goodwill of his business too much to have it impaired by wrong practices.

Legitimate business believes in "playing fair" and "dealing square." It aims to safeguard the interests of the purchaser in all transactions. With the spirit of Service as a guiding force, business is worthy of your faith on which its activity relies. There is the hub of the whole matter.

Some say there has been a breaking down of faith by the recent scramble to "get while the getting is good." Even if that is so, we must dismiss from our minds that phase of reaction from war endeavors and declare for new, high standards. To-day, let us start putting our shoulders to the wheel, all together. Let us Work a little more, Think a little harder, Buy without forebodings,—and Sell with a Conscience. We must keep a clear eye out for the other fellow's interests as well as our own.

The one rule that assures a full measure of prosperity is the Golden Rule. It is simple, sure, safe. Work this rule and let it rule your work.

Value of the Convention

THERE probably was never a time when the retail hardware trade needed counsel and direction as much as it does right now. For a number of years the trade experienced unprecedented conditions. Following on the short-lived depression after the declaration of war, business became active, prices commenced upon a long upward trend and it was comparatively easy for the merchant to make money, provided he could secure the stock. The crisis was reached a few months ago and the turning process commenced. Whether or not the most serious part of the new phase has passed is not so much the question as what policy is best to follow in the retail hardware trade now that prices are gradually adjusting themselves to lower levels.

Many problems come up in connection with the present movement and merchants can only look to authorities in their trade and to a free discussion among their own kind to arrive at a definite line of action which will carry them over the readjustment period with a minimum of business dislocation. These are the problems to be discussed at the forthcoming convention of the Ontario Retail Hardware Association. This is why every hardware merchant in the province should be in attendance.

Conventions are an excellent means of exchanging ideas on trade subjects and it is only by means of a large attendance that a representative and authoritative opinion can be secured as to the best policy to follow. The few days spent at a convention can well be spared, particularly at a time like the present, and it is hoped there will be a large representation of Ontario hardware merchants meet in Hamilton next week.

The Proposed Tax on Turnovers

Effect of the Turnover Tax on Everyone Along the Line From Manufacturer to Retailer—The Effect Upon the Distribution of Hardware

An article in Hardware Age by Fayette R. Plumb, past president National Hardware Manufacturers' Association of the United States

THE question of what form of taxation will supersede the now extinct luxury tax on the retail trade is uppermost in the minds of hardware merchants at the present time. A number of forms of turnover tax have been suggested in Hardware and Metal in the past, and continuing the effort to put before the trade all the facts concerning this form of taxation the following article by Fayette R. Plumb is reproduced:

Considerable publicity has been given to the proposal that a tax should be levied at a small rate on every sale or turnover of goods, wares and merchandise. This proposal has been expanded to include sales of services, real property, capital assets, etc., and on rent and interest. Some, seeing the objections to a tax on every sale at each turnover, propose a tax on all final sales. Generally, however, most sentiment has crystallized behind the proposal for a tax at a small rate, spoken of as at 1 per cent., on the sale at every turnover of goods, wares and merchandise.

It is claimed that such a tax would produce sufficient revenue to abolish practically all other taxes on business and to considerably reduce the higher surtaxes on personal income. To accomplish these purposes the tax would have to produce a revenue of about two billion dollars. Such a proposal makes a very strong appeal. The ordinary business man visualizes himself drawing a check once a month or once a quarter for one per cent. of the amount of his sales for the preceding month or quarter and being rid of his tax worries thereby. In the first place, the rate of the tax to produce this much revenue would not be 1 per cent., but 2 or three per cent., depending on how many exemptions from the tax were made by Congress. Business men are also attracted by the argument that they would be paying their taxes currently and not piling up a liability for a whole year which they would have to pay in the following year. The matter of paying a sales tax would be simple compared to the complexities of the excess profits tax, but nearly everybody agrees that the excess profits tax should be repealed. The "pay-as-you-go" principle would have this disadvantage, that in the first year it was applied a business would have double taxes to pay—the sales taxes for the current year and the taxes levied against income and profits of the preceding year.

How It Would Work Out

The strong appeal which the sales tax makes is that business organizations will simply act as collecting agencies for the government; that the tax will be passed on to the consumer. It is generally suggested that it should be added as a separate item at the foot of each invoice. This sounds easy and might have been possible on an advancing market where there appeared to be no limit to the prices consumers would pay. At the present time, however, the effort of every line of business is to so reduce its costs as to be able to sell its product at prices which consumers will pay.

Even a tax of 1 per cent. on his gross sales would under normal conditions be as much as a tax of 40 per cent. of the net profits of the average hardware jobber. This is based upon the fact that the average hardware jobber turns his capital four times a year and makes a net profit of 2 1-2 per cent. at each turnover. Could the average hardware jobber pass on to the retail trade a tax equivalent to 40 per cent. of his net profit, which the mail order houses do not have to pay? Suppose the rate were 2 per cent. or 3 per cent. What would be likely to happen? The tax proposed would be levied on each turnover in the case of hardware, for instance, on every sale of every item entering into the cost of making the article from the ore in the ground and the timber in the forests to and including each sale of the finished article.

What would the final invoice look like by the time it reached the retailer if every time the tax was paid it was added and passed on? What would a hardware jobber do if one manufacturer added a cumulative tax of, say, 5 per cent., to his invoice and another manufacturer added 2 per cent. covering invoices for a competing article? This would occur if all the taxes were passed on, because certain manufacturers would avoid payment of the tax from the fact that they carry on several consecutive processes, whereas in other cases the tax would have to be paid on the sale after each process.

How would a manufacturer selling the hardware jobber who in turn sells the hardware retailer compete in getting his goods to the consumer on an equal basis with a manufacturer who sold directly to one of the large mail order houses, or to a co-operative association of retailers, or who might, for instance, have his own chain of retail stores or retail selling agents? In such a case the product of the manufacturer distributing through regular established channels would be subject to a tax on his sale to the wholesaler, a tax on the sale by the wholesaler to the retailer, and a tax on the sale by the retailer to the consumer. The catalogue house who manufactured their own hardware would pay only one tax instead of three, namely, that on the sale to the consumer. The manufacturer with retail stores would also pay only one tax. The catalogue house or the association of retailers who bought directly from the manufacturers would avoid paying the tax which the jobber would have to pay, and this would be equivalent to penalizing the average jobber 40 per cent. of his net profits if the tax were at only a 1 per cent. rate.

The Jobbers' Side

What effect would such a tax as this if continued for any length of time have on the distribution of hardware? Would not certain hardware jobbers demand either that the manufacturer should pay their tax as well as his own, or else that he should place his goods with them on con-

Continued on page 78

Some Technicalities in Sales and Income Tax Explained

A number of important rulings on points in connection with the sales tax and income tax have been made as a result of investigations conducted by the legal department of the Canadian Manufacturers' Association. Some of those points most interesting to the various branches of the hardware trade are as follows:—

PURCHASES BY MANUFACTURERS WILL BE SUBJECT TO A SALES TAX OF 1% IN THE FOLLOWING CASES:

Where a Manufacturer purchases from another Manufacturer material which is to be used and incorporated in or attached to his finished product and certifies to that effect.

Where a Manufacturer purchases goods from other Manufacturers for resale in the condition as purchased and certifies to that effect. In such cases the Manufacturer is regarded by the Department of Customs and Inland Revenue as a Wholesaler or Jobber.

When ordering goods for processing, or for resale in the condition as purchased, the Department states that the purchaser should:

(a) Endorse a certificate on his order showing for what purpose the goods are being purchased, and also

(b) Endorse on his order the number and nature of the license he holds.

A combined form of certificate may be used, and one which has been approved by the Department reads as follows:

"Sales Tax License No. for

We hereby certify that the goods or materials on this order are to be used and incorporated in, or attached to our manufactured product, or are for resale in our capacity as wholesalers or jobbers, and are therefore subject to a Sales Tax of 1 per cent. only."

Purchases by Manufacturers from Wholesalers are subject to Sales Tax of 1 per cent., irrespective of the use to be made thereof and no certificate is required.

PURCHASES BY MANUFACTURERS WILL BE SUBJECT TO A SALES TAX OF 2% IN THE FOLLOWING CASES:

Where a Manufacturer purchases goods or materials from another Manufacturer and does not quote his Sales Tax License and does not certify either that the materials are to be used, incorporated in or attached to his finished product, or that the goods are to be resold in the condition as purchased.

Where a Manufacturer purchases machinery, equipment or supplies to be installed or consumed in his own factory or plant. In such cases the Manufacturer is regarded by the Department of Customs and Inland Revenue as a Consumer.

PURCHASES BY WHOLESALERS FROM MANUFACTURERS

The Department of Customs and Inland Revenue has ruled that where a Wholesaler purchases goods from a Manufacturer for resale, he must quote the number of his Sales Tax License and also certify that the goods so purchased are for resale.

The following form of certificate, for use by Wholesalers has been approved:

"Sales Tax License No. for

We hereby certify that the goods or materials on this order are for resale in our capacity as Wholesalers or Jobbers and are therefore subject to a Sales Tax of 1 per cent. only."

When Wholesalers do not endorse this or a similar certificate on their orders, and when Wholesalers purchase goods for their own use from the Manufacturers thereof, the rate of Sales Tax applicable is 2 per cent.

SHIPMENTS TO THE UNITED STATES—RULING OF THE UNITED STATES CUSTOMS RE SALES TAX AS PART OF VALUE FOR DUTY

On shipments of merchandise from Canada into the United States, except of those articles which are exempt from Sales Tax, the United States Customs are insisting on payment of duty on an additional value of 1 per cent. on account of the 1 per cent. Sales Tax imposed by the Canadian Government on sales to wholesalers.

The matter was taken up with the Treasury Department at Washington and the following reply was received from the Chief of the Division of Customs:

"In reply I have to advise you that inasmuch as the law requires that the manufacturers and wholesalers or jobbers shall collect the tax and shall specify the same in the invoice, the Department is of the opinion that this constitutes a part of the price at which the goods are sold upon delivery to the purchaser, and on August 2nd last so instructed collectors of customs.

"In a recent case on which an appeal for re-appraisement was taken the general appraiser in passing upon the value used the following language:

"'Add to appraised values 1 per cent. for Canadian home consumption tax. See ch. 71 Sec. 19-BBB of the Act of 10-11 George V entitled "An Act to amend the Special War Revenue Act, 1915".'"

It would appear that the United States Treasury Department takes the view that because the exemption from Sales Tax is spoken of as a "drawback" in the Act, it must be included in the value for duty purposes, the same as any other export drawback.

If those who are exporting from Canada to the United States will endorse on invoices of commodities not specifically exempted from the Sales Tax, a statement to the effect that the goods are subject to a Sales Tax of 1 per cent. when sold in Canada to wholesalers, but that the Sales Tax is not applicable on export shipments, it appears such a notation will comply with the requirements of the United States Customs.

On shipments of commodities which are exempt from Sales Tax a statement to such effect might be endorsed on the invoices. Such a statement would, be accepted by the United States Customs as evidence that the Sales Tax did not apply and should not be added to the value on which duty is assessed.

THE NEW FEDERAL INCOME TAX LAW—LATEST CHANGES—REQUIREMENTS—PENALTIES

Exeedingly important changes were made in the Federal Income Tax Law by the Statutes of 1920.

Filing of Statements

You must not now wait until some official sends you an income tax form to fill up. The law insists on your getting it for yourself. You can get it from the Inspector of Taxation for your district, or from a Post Office.

The form, when filled up, must be sent or handed to the local Inspector of Taxation by April 30th, at latest, along with at least one-quarter of the tax itself.

Companies have also to send to the Commissioner of Finance, Ottawa, before the end of March, the names and addresses of their shareholders, with particulars of dividends, etc., paid to them (Form T4).

Employers have to send to the Commissioner of Finance, Ottawa, by March 31, returns of all employees paid at a rate of $1,000 a year or more. Fees and other remuneration of Company officials and directors, etc., all must be reported (Form T5).

Necessity of Accurate Returns

The Government does not rely on the taxpayer alone for information as to his income. It may call on any person who has had dealings with him, to produce books or other documents showing the facts; and these must be produced, under a penalty of $100 a day during default, with a possible fine of $10,000 and six months' imprisonment for making a false statement.

How Income Tax Collected

The taxpayer must not wait till he is asked for his tax; nor may he leave the calculation of its amount to the officials. He must calculate it himself and pay it without being asked. Along with the form showing his income for 1920, he must,

as above stated, send in by April 30, 1921, at least one-fourth of the actual tax which he reckons himself liable for—the rest being payable later, with 6 per cent. interest, and in three two-monthly instalments.

If he puts the figure too low, he becomes immediately and **automatically liable to heavy penalties,** even if his error is unintentional. The Government officials have no power to let him off. The law decrees the precise sum which he must be fined.

For instance:—

1. If he understates his income by a trifling amount, up to one-tenth, he must pay income on the deficiency, with 10 per cent. interest.
2. If he understates his income by more than ten but less than twenty per cent., the fine is half the amount of income omitted—not merely half the tax. If the deficiency is 20 per cent. or more, the whole of the unreported income is taken. Thus, if he states his income as $4,500 when it is $5,650, he is fined $1,150, besides, of course, the unpaid tax.
3. If he is late in sending in his return, 25 per cent. **is added** to his tax.
4. If he pays less than a fourth of the tax, as estimated by himself to begin with, or less than the proper amount in the case of later instalments, 25 per cent. **of the deficiency** (and in no case less than $5) is added to his tax. The same penalty is prescribed for not paying within 30 days any sum demanded, in addition to the tax as estimated by himself.
5. If he is asked for further information and is late in sending it, or if he fails to keep such adequate records and accounts as the Finance Minister may prescribe, he may be fined $100 a day for his default; and a false statement may be punished with a $10,000 fine and six months in jail.

Allow Plenty of Time For Possible Delay in the Mails

Along with the form, as already stated, you must send at least one-quarter of the tax itself. You can pay the rest in not more than three instalments—two, four and six months after April 30—with 6 per cent. interest from that date to the date of payment.

It is strongly advised that the first remittance, being based only on your own estimate, should be well **over** the one-fourth minimum. If possible, send a half. At any rate, add a good margin in case of error, and so obviate the risk of penalties. The more you pay, the more interest you save.

Every payment should be made by money order or certified cheque if not delivered in cash.

Notice From Taxation Officials

If your figures are accepted, you will be notified by the local Inspector of Taxation.

If the taxation officials think you have paid too much, they will return the surplus.

If they think you have paid too little, or under-stated your income, they will demand the balance of the tax which they reckon to be due (with penalties).

What Is Income

Your revenue for the calendar year 1920, from salary, bonus, business profits, rents, interest, dividends, and other income, including that received from another country.

Exemptions From All Income Tax

The following items are entirely exempt from Federal Income Taxes:—

1. Interest on any Dominion of Canada War Bonds issued free from income tax.
2. Money made by speculation outside the ordinary course of your business.
3. Legacies, gifts, and proceeds of Life Insurance Policies, but not money earned by the investment of these.

Deductions From Income on Account of Expenditure

To arrive at your net income, deduct also:—

1. Ordinary expenditure for the purpose of your business.
2. Interest on money borrowed (excluding mortgage on your own residence).
3. Taxes, insurance, repairs and depreciation on land or buildings (except your own residence).
4. Amounts paid by employees under superannuation funds or plans.
5. Carrying charges on securities, not exceeding income therefrom.

NOTE.—No deduction is allowed for subscriptions for charity. Nor may you deduct, from the profit of your chief business, your loss on a "side line."

Deductions From Tax

You are entitled to deduct from your tax:

2. Certain payments made for corresponding periods under the Special War Revenue Act or the Business Profits War Tax Act; and
2. Income tax paid to another country, if this deduction does not exceed the tax you would pay in Canada on the particular income for which you have paid the tax elsewhere, and in the case of a foreign country, if that country reciprocates by allowing a similar credit to persons receiving income from Canada. This credit is allowed by the United Kingdom and the United States.

Comparison With U. S. Law

Persons from the United States, while they will find the rates practically the same in Canada, will notice, among other differences in the law, that we do **not** tax as income the profit made by selling a capital asset at more than its cost, unless such sale forms part of their chief business.

Life insurance premiums are **not** exempted here.

Depreciation

The Finance Minister has to judge what is "reasonable" depreciation. In practice, he allows a yearly depreciation of 2 per cent. on stone or concrete buildings, 2½ per cent. on brick and 5 per cent. on wood buildings; from 5 to 10 per cent. on machinery; and 10 per cent. on office furniture and fixtures.

Depreciation is allowed on an automobile in proportion to its use in the **owner's business.**

Rate of Tax Against Companies

A normal tax of 10 per cent. on income exceeding $2,000. If the taxable income is $5,000 or over, the tax is increased by 5 per cent., making a total of 10½ per cent. in such a case.

It should be remembered that returns must still be made under the Business Profits War Tax Act, as well as under the Income Tax Act, but only the greater of these two taxes has to be paid.

When a company's fiscal year does not coincide with the calendar year, returns may be made for the fiscal year that ends during the calendar year.

The individual shareholder may be taxed on his proportion of a company's **undivided profits,** if the Finance Minister considers that their accumulation is intended to evade the law and exceeds the reasonable requirements of the business.

Company profits paid to shareholders in form of **stock dividends** are now expressly mentioned in the Act as liable to income tax. But the tax will not be levied on such profits if they had accumulated before 1917 and if the distribution to shareholders has been voted before the end of 1920.

Partnerships Not Taxed

No income tax is levied on partners collectively, but each partner individually must pay the tax on his proportion of the firm's profits.

Tax on Individuals

Every person with $1,000 a year, or $2,000 if married, who ordinarily resides in Canada, or is employed or carries on business in Canada, comes under the Act (subject to exceptions detailed in Section 5 of the Act, 1917, which applies mostly to religious, charitable, agricultural and educational institutions).

Income from pensions **not** liable to tax.

Appeal

If dissatisfied with the official assessment, you can appeal **(within twenty days of its mailing)** first to a Board of Referees and finally to the Exchequer Court of Canada.

The Board of Referees may increase the official assessment.

SUN

For All Interior Or Exterior

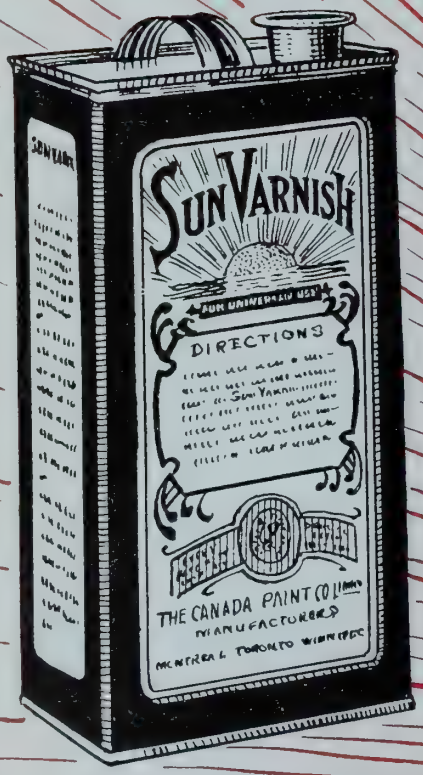


SUN VARNISH

A Superior Varnish of great durability, with a delicate transparency that brings out all the natural beauties of the wood.

If the radiators leak—if the rain comes in the open window—it won't hurt anything covered with Sun Varnish. Nor can hot, soapy water, alcohol, or alkali, mar the beauty of a Sun Varnished surface.

A safe varnish to recommend—economical, long wearing, easy to apply. Dries hard in 24 hours.



THE CANADA

Makers of the famous "Elephant"

MONTREAL TORONTO HALIFAX

VARNISHES

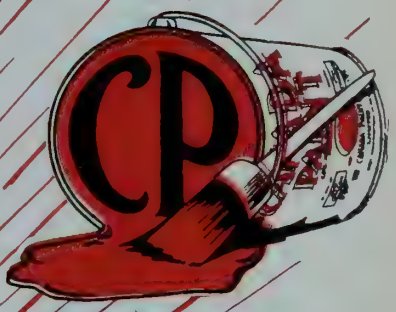
Work—Except Floors

SUN FLOOR VARNISH

Especially adapted for use on hardwood floors. Tough and elastic, it wears like iron and will not crack, chip, nor show heel marks.

Sun Varnish provides a rich, beautiful, and waterproof finish for woodwork, door fronts, window sills, bath rooms, or any other surface about the home.

See that your stocks are complete. If you are not now handling Sun Varnishes and the other C. P. lines, write our Montreal Office for particulars of the C. P. Agency offer.





PAINT CO., LIMITED

Brand Genuine White Lead

WINNIPEG CALGARY VANCOUVER

Independents' Prices Below the Corporation

LEADERSHIP in the dictation of the lowest prices in steel has passed from the steel corporation to the independent producers for the first time since the war. Such complete reversal of a situation prevailing for many months has been forced by the sweeping reductions of approximately $5 to $8 a ton in many products, abruptly put in effect the past week by several leading independent companies, says the Iron Trade Review. This reappearance of aggressive competition has not resulted unexpectedly; it represents the sequel to the unbalanced condition of operations dating from the sharp contraction of the market last fall under which the Steel Corporation has been working practically at full capacity, while the independent makers barely have been able to maintain a 25 to 50 per cent. activity. Not all the independent producers yet have followed the initiative in price reductions taken several days ago by the Midvale Steel & Ordnance Co. and certain other interests, but are doing so rapidly.

All interest now is centered in the action the Steel Corporation may decide upon to meet the new market basis. Generally it is believed the matter of wage reductions is bound up closely with this position. Up to this time the leading producer has not been disposed to order any stepping down of the approximately 140 per cent. advance in labor rates established since 1914. Some falling off this week in the high gait of operations among Steel Corporation plants indicates that this question is likely to become a more pressing one soon.

Conditions in the steel market have been so upset by the week's developments that the point to which prices actually have fallen in various lines has not been defined positively. Moreover, the volume of new business actually brought out by the reductions has been so small that a real test is lacking.

Action on Tax and Tariff Matters

Continued from page 37

is interesting to note that the British tax on excess profits is to be discontinued because of its objectionable features. It is doubtful if the British tax is any more objectionable than our own. The British tax presses more heavily on the small business than on the large business, whereas in Canada the exemption is a percentage and not a fixed sum and the duty varies on a sliding scale of severity, but nevertheless the tax has many objectionable features and will likely undergo some drastic revision if not elimination at the forthcoming session.

Fifteen Arguments for Turnover Tax

What form of tax will be substituted is the important consideration and it is of interest to note that in the United States where much the same problem is presented, merchants favor the turnover tax similar to that suggested for Canada. Many arguments have been advanced in Hardware and Metal for this form of taxation and following is a brief outline of the advantages of this tax as claimed by Wm. C. Cornwell, editor of the Bache Review:

1. It meets all the objections which make the present system intolerable.

2. It is simple and easily understood, while the present system is distressingly complicated.

3. The collection of the tax is automatic and undisturbing.

4. The distribution of the burden is just; it falls like the rain. Those who consume the most and spend the most pay the most taxes.

5. It will produce all the money needed. Present tax returns are disappearing as profits decline in business.

6. It goes on undisturbed by the swing from good times to hard times and back again. The variation in the spendings of the people in either kind of period is not sufficient to seriously affect the tax returns.

7. It will not increase prices except to a very small percentage—an average of two to three per cent. Now prices are boosted (or have been), by the excess profits tax, to an average of over 23 per cent.; therefore this tax will largely reduce prices.

8. Its effect upon business and the individual will be marvelous. There will be an incentive to save money for future business extension, as the tax collector cannot get it; and for the same reason it will wake up enterprise, competition and individual achievement. All these are being strangled to death under the present law.

9. Capital will no longer rush to cover under tax-exempt securities, which it is now doing, where the recipients of this amount of income have sold all that they had and bought tax-free municipals. Much of this amount of yearly income will then be released for the industries of the country, instead of encouraging expenditures for extravagant or useless community improvements.

10. Extravagant spendings in carrying on business, now taking place because otherwise the Government would get the money, would cease, and old-fashioned business economy would again thrive. Enormous expenditures by the Government tax bureaus, including salaries of hundreds of thousands of employees (thus made unnecessary) would be stopped almost instantly, and these savings to the Government should reduce the budget.

11. The Philippines' experience is a shining example of the successful operation of the sales tax, and France and Canada contribute further forcible and favorable illustrations of its sound workings.

12. The tax load would be spread equally over the whole population, and would be borne without a hitch and without a murmur, because it would be passed along to millions of consumers who would pay the tax, nobody knowing it and nobody feeling it.

13. The taxpayer, harassed now with problems of what the ultimate tax will be, would not have to wait a year to find out under the turnover tax. He would know every day what his tax for that day was.

14. No tax ever invented is free from every objection, but the tax on gross sales is nearer perfection than any other. It is simpler in operation, less expensive to calculate, works more smoothly, yields larger revenues, and bears less heavily upon every individual than any existing method.

15. If adopted, it will free us from the worst and most destructive operation which the Government has ever imposed upon its citizens.

MUST CERTIFY GOODS ARE FOR RESALE

A number of wholesalers who, in ordering from manufacturers, do not stipulate that the purchases are for resale are being charged 2 per cent. sales tax by the manufacturer, where only 1 per cent. is charged if this is stipulated.

The Department of Customs and Inland Revenue has ruled that where a wholesaler purchases goods from a manufacturer for resale he must quote the number of his Sales Tax license and also certify that the goods so purchased are for resale.

The following form of certificate for use by wholesalers has been approved:

"Sales Tax License No. for . We hereby certify that the goods or materials on this order are for resale in our capacity as wholesalers or jobbers and are therefore subject to a Sales Tax of 1 per cent. only."

When wholesalers do not endorse this or a similar certificate on their orders, and when wholesalers purchase goods for their own use from the manufacturers thereof the rate of Sales Tax applicable is 2 per cent.

New Brockville Industry

Brockville, Ont.—A new industry, which will be in operation early this month at Brockville, Ontario, is Machinery and Foundries, Limited, recently incorporated to manufacture hand and power pumps and gray iron and brass castings. The plant of the company consists of a machine shop 275 x 50 feet and a foundry 150 x 60 feet. Forty hands are to be employed at the commencement of operations, and this number will be gradually increased to one hundred and twenty-five.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of February 16, 1901:—

"At the annual meeting of the Brantford, Ont., Board of Trade good progress was reported. Two important industries have commenced operations, including The Malleable Iron Works of The Pratt & Letchworth Co.. The Adams Wagon Co., Paris, Ont., have decided to remove to Brantford. The old Consumers' Cordage Co.'s building in West Brantford has been taken over by The Canada Farmers' Cordage Co., Ltd."

* * *

"The staff and foremen of the Montreal Rolling Mills held their first annual banquet at the Queen's Hotel. The chairman, Wm. McMaster, proposed a toast to the King. Letters of regret were read from A. F. Macpherson, late secretary of the company, J. Irving, lately departed for Nova Scotia, and W. H. Dippel. The toast "Our Chief" was proposed by J. L. Waldie, secretary - treasurer. F. L. Hickey sang several songs. H. Diplock told about the antics of 'The Dude on the Street Car.'"

* * *

"A. Sweet & Co., general merchants, Winchester, Ont., are having plans made for an extensive addition to their new store."

* * *

"The Canadian Locomotive Co., Ltd., has been incorporated."

* * *

"Campbell McBride are starting a hardware store in Renfrew, Ont."

* * *

"The Canada Linseed Oil Mills, Ltd., Montreal, have been incorporated."

* * *

"J. Lemon and E. Lawrenson, for many years in the heating and tinsmith business, have opened up business on King St., near Princess, Kingston. They have purchased the stoves and tinsmithing stock of the late Squire Co."

* * *

"C. A. Godson, manager of Jas. Robertson & Co.'s Vancouver agency, has secured premises on Hastings St., Vancouver, where a warehouse to cost about $25,000 will be erected."

* * *

"Hudon, Hebert & Cie, wholesale hardware dealers, Montreal, are erecting a large warehouse on De Bresoles St., Montreal."

Novel Ideas for "Dollar Day" Sale

Held Simultaneously With the Motor Show, London, Ont., Hardware Merchants Have Successful Sale—Novel Ideas as Introduced in the Various Hardware Stores



LONDON, Ont. — Three factors united in making Dollar Day an unprecedented success; favorable weather, a great variety of offerings of real interest and value by merchants, and the motor show. From all parts of the district people came with money in their pockets and prepared to buy liberally. Hundreds of them came with the double purpose of buying what they wanted and visiting the motor show to look over the latest models. Many farmers motored in for fifty miles and brought with them their wives and families. There has been little snow this winter and the roads were in ideal shape for a trip of this kind. Every incoming train also brought its quota of buyers.

Dollar Day had been well advertised in advance and the merchants backed up their advertising by most attractive window and store displays. The windows of the hardware merchants never showed to better advantage. That windows are real business getters was proven by the crowds to be seen looking in, and, what was more important from the merchants' standpoint, going in to buy.

Basing their window displays and their advertising on the fact that thousands of farmers and their wives would be in the city for Dollar Day, hardware merchants made a special drive on lines of general interest. Such goods as kitchen utensils, cut glass, laundry utensils and similar lines were featured to attract the women, while saws, hammers, tools, razors, razor hones and such merchandise proved a magnet for the men.

A Combination Offer

Cowan's Colossal Hardware featured a special assortment that sold like hot cakes. The following was offered for only $1 and was featured in the firm's advertising and window displays — one wire clothes line worth 40 cents, one roll of toilet paper 25 cents, one clothes or scrub brush 40 cents, one tack claw 15 cents, one tack hammer 15 cents, one can opener 20 cents, one bottle furniture polish 30 cents, one cake of Bon Ami 15 cents, one mixing spoon 20 cents, one can of brass polish 15 cents, and one pair of canvas gloves 15 cents.

In featuring this combination offer the Cowan Company placed it right in the centre of a four-column ad. nine inches deep. "ALL FOR $1.00" stood out in heavy display type and beneath was a list of the articles with price given in large figures. Throughout the long list of offerings prices of every article were given in large figures.

The firm's window displays were, as usual, a centre of interest for hundreds of the visitors. In connection with the display, the policy of marking all prices in large figures was followed. This has been found to be especially effective where farmers and residents of the small towns are concerned. Scores of buyers, especially women, do not like to walk into a store and ask the price. Amost invariably they believe it is much higher than it actually is. Cowan's by setting it forth in big figures obviate

Continued on page 74

Gets It Coming and Going

Speaking of the government and its efficient methods of accounting, the following experience of Hardware and Metal in securing a copy of an amendment to the Criminal Code is interesting. Apparently it not only costs money to break the law, but it costs money to find out what the law is.

It was understood by Hardware and Metal that some amendment had been made to the Criminal Code in regard to the necessity of having a permit for the purchase or carrying of certain weapons common to the highwaymen who have recently been disturbing some parts of the country. The copy of the amendment on file in the office of Chief of Police Dickson, Toronto, was referred to by Hardware and Metal and meanwhile a request was made to the King's Printer at Ottawa for a copy of the amendment, which consisted of a paragraph of about fifty words.

Reply came that on receipt of five cents the copy would be forwarded (no stamps accepted). In order to make sure of the money reaching Ottawa it was necessary to secure a money order, postal note, or to register a letter, each operation costing as much or more than the money to be forwarded. At any rate, the money was sent, the copy of the amendment in both English and French was received, and just as we were about to heave a long sigh at the termination of the seeming endless process, along came a very official looking voucher with a number of attachments, which, after considerable perusal turned out to be an official receipt for the five cents.

While it was unpleasant to contemplate the necessity of having to pay to learn the laws of the country, it was nevertheless very comforting to know that such an efficient and painstaking plan of accounting is followed at the federal department of the "seats of the mighty."

News of Western Canada

Competitive Market Has Returned

Salesman Now Comes Into His Own—What of the Trend of Hardware Prices—Eliminating the Artificial Inflation of Prices

WINNIPEG, Man.—"The coming year will be one of untiring effort where the real salesman will show his true worth and work," said C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Company, in addressing a recent gathering of the sales staff.

"Customers will continually ask the question, Shall I buy now or wait? Is that article next due for a drop in price? They will always be wanting to know, with a reasonable degree of certainty, what to expect in the near future in the matter of price reduction, and the thought will govern their action in the matter of purchases. For that reason I believe that a brief summary of conditions as we see them to-day may prove both interesting and profitable. War conditions as they affect business have just about disappeared. What does this mean? If it means anything, it means that we have again returned to the usual relation of a competitive market and a competitive market means real work and first-class salesmanship to secure results," said Mr. Bamford.

"During the war and for nearly two years thereafter the exceptional demand for sugar, cotton, leather, wool, grain and farm products forced prices away up. These conditions invited speculation and speculation in turn forced the high prices of them still higher, in fact, to points far above those warranted by natural conditions. Then the markets tightened and the speculators ran for cover. The artificial props were kicked



C. H. S. BAMFORD

Sales Manager of the J. H. Ashdown Hardware Co., Winnipeg, Man., whose untiring efforts were largely responsible for the recent successful convention of the company's sales staff.

from under and in these lines prices dropped down to earth where they belonged. This, with the dropping off of wild buying, briefly explains the reason behind nearly every drastic price reduction of the past few months.

Basic Conditions Nearly Normal

"Basic market conditions to-day are almost normal; by normal I mean balanced between supply and demand. The supply may be a trifle but only a trifle below demand.

"The economic effect of war conditions was to raise all prices to a higher level. The last few months have simply served to level down the prices of these lines that had been artificially inflated. Now with prices evening up at the present level the question is will prices tend to drop from this level to a lower plane.

"The indications are that all prices will tend downward for some time to come but the decline will be gradual and slow. A substantial lowering of prices demands a world-wide surplus of supply over demand. This condition cannot be accomplished in a day but will take years of intensive production to accomplish.

Wage Agreements in Force for Some Time Yet

"Labor is another important factor to be considered in price reduction. Hardware lines are usually made by the very highest type of skilled labor, well organized and working under wage scale agreements many of which have months yet to run. In the majority of shelf hardware lines raw material and marketing amount to about 15 per cent. of their cost, 85 per cent. being labor, consequently you can see that prices cannot be a great deal lower until labor costs have dropped and a general lowering of labor will not come until supply is far in excess of demand, or, in other words, there is a world-wide surplus of supply over demand.



The sales staff of the J. H. Ashdown Hardware Company photographed at the recent convention in Winnipeg. In the front row from left to right may be seen Messrs. A. F. Dykes, (General Manager); J. H. Ashdown, (President); C. H. Bamford, (Sales Manager); R. A. Graham, Secretary-Treasurer.

Can You Make The Window Pay The Rent?

Beginning of the Year is the Time to Give Careful Consideration to the Importance of the Window — Your Window Should Pay Big Profits—What Change Will Improve Its Capacity for Display?

By ROY A. HUNTER, Vancouver

VANCOUVER.—We have just entered upon a new year and each merchant is deciding for himself what changes for the better he can make, what departments can be made to produce more, and in what direction he can increase his sales effort. The window should come in for a careful scrutiny.

Can it be made to pay the rent? What change would improve its display capacity? Is it easily kept clean?

For tips on running a hardware store, the writer hastens down to a successful merchant, but for tips on the use of windows for sales, the place to go is to a man who makes that his business, and can earn ten thousand a year, based on the profit he can make the windows earn.

Such a man is C. L. Greer, display manager for the Hudson's Bay Co., Vancouver. Discussing the sales possibilities of the even smaller-than-average store window, Mr. Greer says:

If Goods Were Locked in Cupboards

"Seventy-five per cent. of the merchandise that is sold is not absolutely needed at the time it is bought. This is true to a less extent in staple lines, but of fancy lines, where the greatest profit is made, it is just as true as it is in hardware.

"If you don't think so, imagine your volume of business if all your merchandise were kept in closed boxes till brought out on demand. Consider the splendid little memory joggers that your shelves full of attractive merchandise are. Notice almost any sale you make over the counter, how items are added, one at a time after scanning your shelves for suggestions. The more pointed the suggestion, the more impressive it is. The more real the implied desirability, the more your sales.

"Merchandise attractively presented is partially sold. If the presentation is good enough—the interest and desire of the passer-by sufficiently intrigued, the sale will be completed right there—that is—if you have the price on the article, and the would-be purchaser has the cash or the credit to negotiate.

The Feature of the Offering

"One must decide first, what is the strong feature of the offering. If, for instance, you have made a splendid purchase of a certain line and purpose to move them at $1.50 each, you will need nothing more than good arrangement of the article in the window and a large card saying $1.50 each.

"But suppose this is an article of very special quality, then you must proceed differently. You must display them in an 'atmosphere' of quality and refinement. Let them be accompanied by other smart accessories that will enhance their appeal and not detract from the interest of the goods shown for sale.

"Name the price? Yes! always. But in this case the price will be in light figures, on a small card. Not in poster style, like your $1.00 bargain.

Windows That Mean Sales

"Many retailers are still loath to advertise. The larger stores advertise very profitably—very profitably, or they certainly would not be doing it. In the same way a great many dealers hesitate to spend a few dollars for fixtures with which to make proper window displays. A few such helps are invaluable in producing an effective window. Now don't misunderstand me. By an effective window I do not mean an 'art-for-art's-sake' kind of window, I mean the window that is artfully dressed to create a demand for the articles displayed, that will be converted into actual sales over the counter.

"If you had an announcement to make about a certain line of merchandise that you wanted special attention drawn to, and had a man employed to make announcements in front of your store, would you, while he was speaking, have a dozen other people shouting out the names of a dozen other articles you had in stock?

Let it Be Only One Line

"Think that over, next time you put in a special in your front window, and then proceed to clutter up the beholder's attention with a dozen other unrelated lines. If you want attention on the quality and price of your new season's kitchenware line let it be a kitchenware window, with no other exhibits in the window to take the attention off the lines featured. Let there be an idea behind your window if you're putting in an assortment of commodities.

Should Pay Big Profits

"These are just a few random thoughts. Your windows should pay you big profits. If you have neither the time nor inclination to dress a good window every week—pay a few dollars to some one to do it for you. Check up carefully the sales you make on the lines displayed. You will be surprised."

Western Notes

Mannville & Son, hardware dealers at Prince Albert, Saskatchewan, were in Winnipeg last week on a business trip.

Prince Albert, Sask.—O. B. Manville, Manville Hardware Co., Ltd., is on a business trip which will take him to Eastern Canada.

Marshall-Wells Club Hold Social

Edmonton, Alta.—The Marshall-Wells Zenith Club held its first social and dance on the occasion of the formal opening of the recreation and refreshment rooms which occupy the whole of the ninth floor of the new Marshall-Wells building. These rooms are for the exclusive use of the employees, eatables being supplied at cost. The evening's celebrations consisted of a program, games, reminiscent of old army days, and a dance program.

The excellent program was provided by J. F. McMullen, manager, who outlined the objects of the social club in an opening address.

Cordage Co. Operating in B. C.

Vancouver.—The Canada Western Cordage Co., Ltd., are now operating at New Westminster, turning out cordage of all kinds.

This is one of the British Columbia concerns operating on a capital grant from the Provincial Government. The entire organization is made up from returned soldiers. John C. Thorn, the president, handles the sales through his company, the H. C. Thorn & Co., Ltd., with offices in the Metropolitan Bldg., Vancouver.

The company expects to sell rope of all kinds as far east as Alberta, but will not, Mr. Thorn states, attempt to market binder twine outside of British Columbia.

Wood-Vallance Bowlers Continue Winning Streak

Winnipeg. — Wood-Vallance bowlers are evidently intent on capturing the second series of the Merchants' Bowling league. The hardware men seem to be unbeatable. Three more games were added to their total wins this week, when they downed R. G. Gunn and Co., in all three games, winning each by a rather big margin.

Great West Electric came through with two victories over the Farmers Advocate; Canada Malting took two from Walter Woods, the latter team winning the second game by a single pin; Robinson and Co., grabbed off two from Thos. Jackson and Sons and Terminals took two from McClary's in the remaining fixtures.

Several high class scores were chalked up during the evening. Jackson, of Walter-Woods, reached the charmed circle of 600 bowlers when he spilled the pins for a count of 602. He started off with a 223, added 198, in the second attempt and finished up with 201.

Events in the Trade

Business Changes

Frankford, Ont.—Foster & Latta have been succeeded by T. H. Foster.

St. James, Man.—Fincham & Payne, hardware, have dissolved, V. A. Fincham continuing.

Obituary

Guelph.—Thos. Griffin, one of the city's most prominent manufacturers, is dead. He was 65 years of age, and had been ill only a few days. He was a manufacturer of stoves and piano plates. He leaves a wife and one daughter.

Toronto.—J. Harry Paterson, president of the Toronto Hardware Manufacturing Company, Limited, died suddenly at his residence here. Mr. Paterson was 68 years of age, and his demise came very unexpectedly. He was educated at Trinity College School. In his later life he became prominent in manufacturing circles, founding the Toronto Hardware Manufacturing Company. He was an active member of the Canadian Manufacturers' Association.

Incorporation

The Ontario Gazette announces the incorporation of the following firms:

General Steel & Copper, Toronto, $40,000.

Canada Foundry Co., Port Arthur, $200,000.

Peninsular Cord Tire & Rubber Co., Hamilton, $1,000,000.

London Motors, London, $1,000,000.

Pire Moist Air Furnace Co., Ottawa, $40,000.

Personal

Tom Houghton, sales manager of the Martin-Senour Co., Ltd., Montreal, was in Toronto and London, Ont., last week.

Moncton, N.B.—At the annual meeting of the stockholders of the Atlantic Underwear Ltd., F. R. Sumner, president of the Sumner Co., Ltd., was elected a director.

A. Valiquette is calling on the plumbing and retail trade of Montreal for the Canada Metal Co., Ltd. Mr. Valiquette has previously held an important position on the inside of the Montreal branch.

Full Staff—Full Time

Brantford.—The Bluebird Corporation announces a return to full staff on full time. The plant will open on Monday under normal conditions, having been working recently but five days a week, with shortened staff.

A. J. Hopkins Forms New Company

Montreal.—A. J. Hopkins, formerly general head of automobile equipment department of the Canadian Fairbanks-Morse Company, Limited, has formed a company known as the Manufacturers' Canadian Service, Limited, with headquarters at 392 St. James street, Montreal. This company will handle the Canadian business for the following American manufacturers: The Black & Becker Manufacturing Company, Baltimore, Maryland, electric drills and compressors; Clover Manufacturing Company, Norwalk, Michigan, grinding and cutting compound; Continental Auto Parts Company, Columbus, Indiana, factories and service station machinery; Edgar C. Guthard & Company, Chicago, Illinois, Belmont wrenches; Locktite Patch Company, Detroit, Michigan, and Windsor, Ontario, tire repair material; David W. Onan, Minneapolis, Minnesota, electrical testing apparatus. Arrangements are being made to handle these accounts as though each one were operating its own factory branch.

Promotion for Chas. Byford

Montreal.—Chas. Byford has been promoted advertising manager of the Martin-Senour Co., Ltd. Mr. Byford has only been with this company for a short time, but through his continued efforts and enthusiasm for his new duties has shown that he is worthy of his promotion. Previous to coming to Montreal with the Martin-Senour Co., Mr. Byford was in the employ of the Mills Hardware, Hamilton.

J. A. Farquharson Retires

Sarnia, Ont.—J. A. Farquharson, after 34 years' service with Mackenzie, Milne & Co., has sold out his interests and retired. On his retirement Mr. Farquharson was presented with a handsome club bag.

Manufacturers and Retailers to Convene

Ottawa.—Negotiations pending between E. M. Trowern, Dominion Secretary of the Retail Merchants' Association, the Wholesalers' Association and representatives of the different trade lines, have as a primary object the holding of a conference for the purpose of discussing matters of importance to these bodies.

Questions which would be brought under review would include a discussion as to what shall constitute a manufacturer, the Retail Merchants' Association holding that their members cannot be designated under this heading; the best policy to be adopted in order to assist in the campaign for furthering trade of "made-in-Canada" goods, and as to what policy shall be adopted to swing the balance of trade which is against the Dominion back into Canada.

Hamilton Made Goods Train to Tour West

Hamilton.—The Chamber of Commerce has made arrangements to send a special train carrying made-in-Hamilton goods to the west. The train will start on June 3, filled with exhibits of Hamilton-made goods, and accompanied by representatives of the firms. They will make stops at every place of any consequence, and where possible reunions will be held of former residents of Hamilton. The trip will occupy 23 days, and it is expected that about 125 representatives of industries will be on the train. The object is to advertise Hamilton and Hamilton-made goods.

Some Changes in This Hardware Store

Kincardine, Ont.—W. C. Farley, local merchant, draws attention to some fine improvements he has been making at his store. A partition separating what was formerly the tinshop and the main store has been shifted back about 15 feet, leaving a raised floor of good proportions for the display of the firm's line of stoves and ranges. This allows the space formerly used by this line on the main floor for the display of smaller wares and paints, etc. Altogether the changes are a great improvement and no doubt will be found much more convenient for the buying public.

Yielding Up Firearms

Oshawa.—As the result of a notice posted up here in three languages by Chief of Police Friend, calling upon all persons in possession of firearms without a permit to deliver the same to his office and avoid prosecution, five guns and eight revolvers have been delivered up. The notice was posted up in accordance with a recent amendment to the Criminal Code. In Police Court a foreigner, who failed to obey the law, was fined $10 and costs, the court giving warning that the fine would be increased.

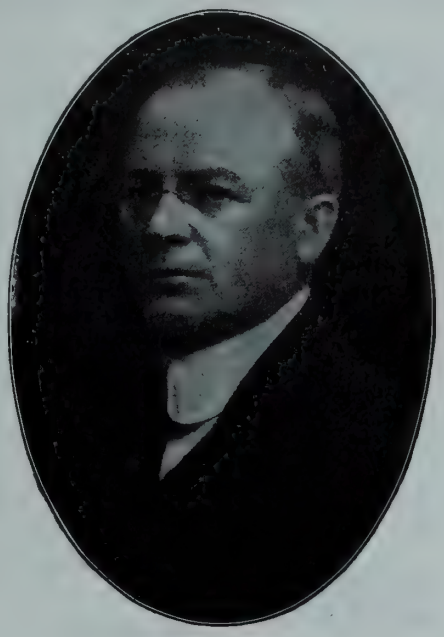
J. H. Conover Becomes General Manager Martin-Senour Co.

Manager of Ontario Division Will Succeed A. T. Black

J. H. CONOVER, manager of the Ontario Division of the Martin-Senour Co., Ltd., has been appointed general manager of the company, with headquarters at Montreal.

The many friends of Mr. Conover in Ontario will be pleased to know of his promotion. He was one of the first travellers of the company, and has risen gradually to the high position now conferred upon him. His knowledge of manufacturing, and his sales organizing ability, which have been so pronounced in the past, eminently qualify him to take up the larger duties of the general management.

Mr. Conover has many qualifications which will fit him for the new duties which he will undertake as general manager of the Martin-Senour Co., Ltd. Prior to taking charge of the Toronto branch of the company in 1911 Mr. Conover had wide experience as a travelling salesman. Before this time, however, he acquired a wide knowledge of the intricacies of the hardware business, not only as a retail salesman, but also as proprietor of his own hardware store at Leamington, Ont.



J. H. CONOVER

Manager of Ontario Division Martin-Senour Co., who becomes general manager of the company.

Flexible Shaft Factory in Operation

The new factory of the Flexible Shaft Co. is now in operation in Toronto under the direction of L. F. Fitzpatrick, who for a number of years was associated with the company's factory in Chicago.

Keen Competition in Toy Business

Ottawa.—Canadian toy manufacturers are meeting real competition in their efforts to retain their British connections formed during 1918 and 1919, according to Trade Commissioner J. E. Ray, reporting to the Department of Trade and Commerce. Although the British manufacturers themselves are making strenuous efforts, an attempt to compete with Germany in the toy market is meeting with only partial success. Imports of toys and games, which in 1919 were valued at $3,500,000, rose in 1920 to $12,850,000, a very large proportion doubtless emanating from Germany. Canadian manufacturers seeking to market toys in Britain must meet competition from German, French, Belgian and United States manufacturers. Commissioner Ray reports that in Manchester during Christmas week the quantity of Canadian toys on sale was infinitesimal compared with the total stocks from other sources.

Want Higher License for Transient Traders

Ottawa.—At a meeting of the local branch of the Retail Merchants' Association a motion was passed requesting the Dominion Executive to initiate action whereby the Transient Traders' Act may be amended to provide that the license fee for this class of trader be increased from $250, as at present provided under the act, to $1,000. It was claimed that one such trader came from Toronto, and, putting up at a local hotel, solicited trade from private residences in the city and did a big business, the money going to Toronto. The meeting wanted the transient traders' license to be made so high that this individual and others like him would do their business in Toronto, where they paid their taxes.

To Sell Building Specialties

Windsor, Ont.:—The McLaughlin Sales Co. has been organized to sell building specialties in the border cities and surrounding territory. Leo McLaughlin, formerly sales manager of the Canadian Roofing Mfg. Co., is identified with the new organization.

The Paint, Oil and Varnish Club, of Toronto, recently held a very pleasant and successful dance.

Developments Among The Manufacturers

Make Vulcanite Roofing

Thorold, Ont.—The Beaver Company, Limited, are now making vulcanite roll roofings and asphalt shingles in Canada. A modern and completely equipped plant is now in operation in Ottawa for the manufacture of these products. The sales offices of the Beaver Company are at Thorold, Ontario.

* * *

Expansion of Tire Plant

Oakville, Ont.—The Oak Tire and Rubber Company, Limited, are expanding their plant at Oakville, Ontario. A storey is to be added to the present building, and when the alterations are completed and the requisite machinery installed, the present capacity will be doubled.

* * *

New Building Completed

Chatham, Ont.—An addition to the plant of the Chatham Malleable and Steel Manufacturing Company, Limited, manufacturers of automotive and hardware specialties and sanitary stable equipment at Chatham, Ontario, is now complete, and the necessary machinery is now being installed.

* * *

Will Make Auto Accessories

Listowel, Ont. — Canadian Perfect Wheels, Limited, are a recently incorporated company operating at Listowel, Ontario. They have acquired a plant there with 30,000 square feet of floor space and are remodelling it to meet the requirements of a modern wheel factory. The goods to be manufactured are automobile wheels, disc, wire and wood, and a general line of accessories, stamped work, etc. The company expect to be manufacturing early in April. At present they are employing from fifty to seventy-five hands, and this number will be increased to 150 as required.

* * *

Addition to Foundry

Toronto.—A recently-completed addition to the Toronto plant of the Canadian Hanson & Van Winkle Company, Limited, takes the form of a thoroughly equipped gray iron foundry, where a special grade of soft gray iron castings for the machine trade will be produced.

* * *

Producing Wire Rope

Vancouver, B.C.—The first factory of its kind in Western Canada, manufacturing a commodity essential to the development of the natural resources of British Columbia, the Britannia Wire Rope Company, Limited, commenced production at Vancouver recently. It is an all-British concern, having a directorate composed of men who have spent a life time in the production and sale of wire ropes and cables, and a plant manned by workmen who have become experts in their trade in the largest and best known industries of their kind in Great Britain.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

FIRM JOINT DIVIDER No. 139

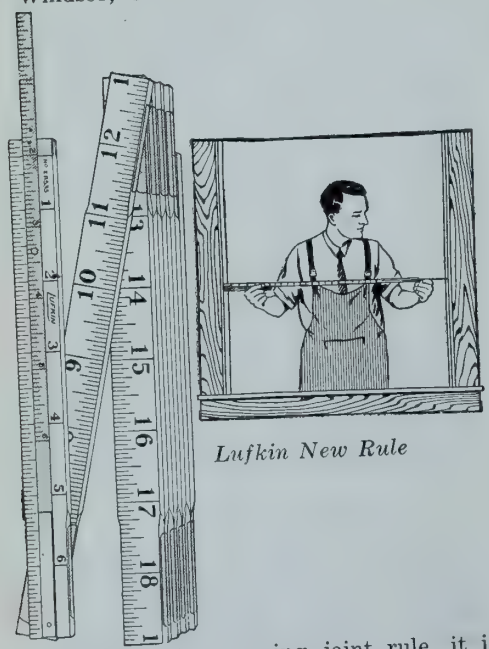
A new divided has been introduced by the L. S. Starrett Co., Athol, Mass. These dividers have the Starrett improved firm joint, and are made in 3-inch, 5-inch and 12-inch lengths. The makers claim that these dividers are rigid, and that the points are hardened and well finished.



Firm Joint Divider No. 139

LUFKIN NEW EXTENSION SPRING JOINT RULE

A new extension spring joint rule, six feet long, particularly designed for taking inside measurements of openings, such as door and window frames and similar fixed points, but just as handy as a common rule for ordinary measuring, has just been put on the market by the Lufkin Rule Co. of Canada, Ltd., Windsor, Ont. While somewhat similar in pattern to a spring joint rule, it is made of genuine boxwood in natural finish.



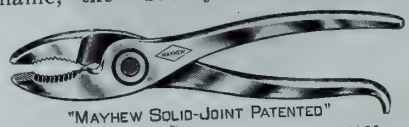
Lufkin New Rule

The first section of the rule is fitted with a graduated brass slide, which extends readily but is not loose and cannot fall out, having end lock. The extension slide is also admirably adapted to determining depth of mortises, etc. The boxwood sections are somewhat heavier than those of a common spring joint and are securely fastened at joints, making the rule rigid when extended. The graduations on both sides, with distinct lines and figures.

This rule, known as No. X8536, fully and conveniently taking the place of a common rule and having in addition the extension feature, will, it is felt, appeal to carpenters, architects, inspectors, contractors, automobile workers and others.

MAYHEW SOLID JOINT COMBINATION PLIERS

Mayhew Steel Products, Inc., Shelburne Falls, Mass., are placing on the market their new patented solid-joint combination pliers. As suggested by the name, the "solid-joint" is an integral part of one of the forgings of this plier and is locked to the other forging in a manner that is said to render the plier practically indestructible. By this construction they are enabled to harden and temper the joint in the same degree as the balance of the plier. This joint, which consists of only two pieces of metal working together, gives immense leverage, it is claimed.

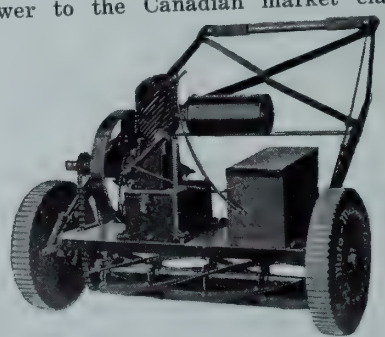


Solid Joint Combination Pliers

The general design of this plier affords a large jaw capacity and the flat gripping portion of the jaw is diagonally milled. Length of jaw and a flat nose permit this plier to be used in places where an ordinary plier will not reach.

MOTO-MOWER

The Moto-Mower Co., of Detroit, Mich., in introducing their power lawn mower to the Canadian market claim that it will do the work of five men with hand lawn mowers, thereby cutting down the cost of lawn care by 75 per cent.



Moto-Mower

One of the principal features, according to the makers, is its extreme simplicity, there being but three moving parts in the motor and five in the rest of the machine, and but 29 parts in the motor altogether, including all the balls, nuts and screws.

There are no gears or clutches on the Moto-Mower. The power is transmitted direct to the cutting reel through chain and sprockets. Friction driving rollers on the ends of the reel shaft are brought into engagement with the flange on the inner side of the wheels by rotating the handle bars, permitting, it is stated, the machine to be started or stopped instantly without shock or jar, and also to be turned to the right or left.

Should a stone, root or other object become caught in the machine an automatic friction release by slipping protects the blades from injury or possible breakage, it is said.

The motive power is furnished by a 1½ horsepower reversible engine fitted with automatic governor and spark advance. The motor is built on the two cycle principle, without gears, cams or valves.

Oiling points have been reduced by the use of Timken adjustable roller bearings packed in hard oil and protected by felt, and Bound Brook oilless bearings make more than one oiling unnecessary in a season in normal use, except for one grease cup on motor, it is claimed.

The width of cut is 27 inches, cut adjustment ½ inch to 3 inches, weight 160 pounds. It is finished in French gray with gold striping and has 5 crucible steel blades. The makers claim a cutting speed of 2 to 3 miles per hour with a capacity of 5 acres per day on a gasoline consumption of one gallon.

No. 279 FILLET OR RADIUS GAGE

A new fillet or radius gage has been added to the list of tools manufactured by the L. S. Starrett Co., Athol, Mass., and is known as No. 279 in their new No. 22 catalogue. This is specially adapted for use in laying out forming tools, dies, etc., as well as for measuring filets. It has 20 leaves with a radii of from .020 to .400 inch inclusive.



No. 279 *Radius Gage*

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

MANY important price changes have taken place this week, the chief of which are further reductions in rope and cordage, cotton goods, cotton rope, sash cords, clothes lines, seine twines, candle wick, gasoline, and some grades of lubricating oils, oakum, copper rivets, horse clippers, coaster wagons, copper rods, sheets and tubing, and some lines of tools. Some lines of pumps and wrenches have been reduced and lead pipe and lead waste have declined again. Linseed oil and turpentine are also lower. Wire nail prices have been further reduced by wholesalers. Bar iron and steel are at lower levels and English standard galvanized sheets have been reduced in price.

The steel market is in a more quiescent state than it has been for some months and there are no immediate signs of any improvement. The present rate of pig iron production reported from Pittsburgh is about 60 per cent. of capacity, and the trend is towards a further decrease. Steel merchants are drawing on their present stocks almost entirely and some of the trade that should be good at the present time is being curtailed. Ingot metals, although still quiet, are inclined to be steadier, and some of them, including copper, are showing a better tone.

Business continues to improve in the volume of orders received, but some lines in which there should be good business now are quieter than usual. Taken altogether, orders are smaller, but it is realized that merchants are buying oftener than formerly.

Montreal Markets

MONTREAL, February 10.—Price changes to lower levels are prominent again in this week's market quotations and many important lines are affected. Cotton ropes, cords and lines are lower, also manilla and sisal rope. Both of these have featured in recent declines. Gasoline and fuel oil have new prices, while copper rods, sheets and tubing are 2 cents lower. Practically all grades of bar iron and steel are reduced, black and galvanized sheets are lower. Nails, pipe fittings and lead products remain at recent declines. Ingot metals are a little steadier this week.

Fuel Oil Reduced

Montreal.

New lower prices are now being quoted on fuel oil, showing a reduction of 3 cents a gallon, both in tank cars and in barrels. Quotations now ruling are 10.40 cents per gallon in tank cars and 12.40 cents per gallon in barrels.

Lubricating Oils Reduced

Montreal.

A reduction of from 5 to 10 per cent. is quoted on the different grades of lubricating oils. This decline, however, is not uniform on all kinds or grades, and some lines remain as formerly quoted. The new prices are said to be governed by stocks on hand, as the reduction in crude oil, which became evident a short time ago, has not had any effect on lubricating oils as yet.

Gasoline Lower

Montreal.

Gasoline shows a reduction of 2½ to three cents a gallon this week. This has been looked for, as crude oil has lowered recently, and only a few days ago gasoline was quoted at reduced prices in the United States. All grades of naptha are reduced 2½ cents. Present prices for gasoline are: motor grade, 41 cents; higher grade, 46 cents. Coal oil remains at 29 cents.

Sash Cord Reduced

Montreal.

Sash cord is again quoted at reduced prices. A decline of 11 cents a pound is given. New prices are as follows: No. 5, $15.30 dozen; No. 6, 59 cents a pound; No. 7, 58 cts. lb.; No. 8 and up, 57 cts. lb.

Rope Again Reduced

Montreal.

A reduction of 1½ cents on pure manila, and one cent on Beaver manila, sisal and lathyarn is shown this week. An unsettled feeling exists in the rope market, keen competition being felt from outside markets. Trade continues dull and with lower prices now in effect it is hoped to stimulate the trade to a certain extent. Rope has featured in declines recently and only three weeks ago a similar reduction was made. Quotations now are: Pure or best manila, 24½ cts. base; Beaver manila, 20 cts. base; sisal, 18 cts. base; lathyarn, 18 cts. base.

Braided Lines 10% Lower

Montreal.

There has been a decline of 10 per cent. on No. 3½, 4, 4½ and 5 braided lines. This applies to both white and colored.

Decline in Cotton Rope

Montreal.

Cotton rope is now quoted at from 9 to 11 cents a pound lower, present prices being 3-16 in., 49 cts. a pound; ¼ to ¾ in., 48 cents a pound.

Cotton Clothes Lines Reduced

Montreal.

Along with all other cotton lines, rope and cords, clothes lines show reduced prices. Quotations now are: 30 ft., $2.00 doz.; 40 ft., $2.50 doz.; 48 ft., $3.00 doz.

Reduction in Rivets and Burrs

Montreal.

Another reduction is made in the prices of copper rivets and burrs. Rivets with usual proportion of burrs are now selling at 27½ per cent. off list, and burrs only at add 10 per cent. to list.

Copper Goods 2 Cents Lower

Montreal.

Copper rods, sheets and tubing are again reduced two cents a pound. A

similar reduction was made on these lines only two weeks ago. Present prices are as follows: Rods, ½ to 2 in., 32 cents; soft plain sheets, 16 oz. and heavier, 34 cents lb.; plain tinned sheets, 16 oz. and heavier, 38 cts. lb.; sheets, polished and tinned, 16 oz. and heavier, 42 cts. lb.; tubing, 40 cts. lb.

Iron and Steel Reduced

Montreal.

A reduction is made this week on the different lines of iron and steel, running from 25 to 35 cents on the different kinds. Business continues seasonably light, with small sorting orders being shipped. New quotations are as follows:

IRON AND STEEL

Common bar iron, 100 lbs.	4 20
Refined iron	5 80
Iron finished machinery steel	4 25
Mild steel	4 20
Band steel	4 20
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 20
Tire steel	4 40
Toe calk steel	5 20
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steed in scroll bdles, 50c per 100 lbs. extra.

Waste Materials Continue Dull

Montreal.

Buying and selling of scrap metals continues very quiet, and very little business is reported. Prices on the different materials remain unchanged and following are the quotations:

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red brass	0 12½
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Lower Quotations on Sheets

Montreal.

Both black sheets and English standard galvanized sheets are reduced in price this week. The decline in black sheets is about 70 cents per 100 lbs., while on the English standard galvanized a reduction of 50 cents per 100 lbs. on all gauges of both Queen's Head and Fleur-de-Lis is quoted. Present prices are as follows:

BLACK SHEETS—	
10 gauge	7 75
12 gauge	7 80
14 gauge	8 10
16 gauge	8 25
18-20 gauge	8 30
22-24 gauge	8 40
26 gauge	8 50
28 gauge	8 75

GALVANIZED SHEETS—	Queen Head	Fleur-de-Lis
U.S. Standard—		
10¾ gauge		11 75
28 gauge		11 25
26 gauge		11 00
22 to 24 gauge		10 85
20 gauge		10 65
18 gauge		10 65
16 gauge		10 50
14 gauge		10 50
12 gauge		10 50
English Standard—		
28 gauge	12 50	11 50
26 gauge	12 25	11 25
24 gauge	11 65	10 85
22 gauge	11 30	10 40
18 and 20 gauge	10 60	10 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Fittings Remain Unchanged

Montreal.

Pipe fittings remain unchanged this week, prices holding at the recent decline. Business is said to be fair on these, small orders being shipped from the jobbers, while stocks are in a fair shape also. Quotations are as follows:

	Less
Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Wrought Pipe Unchanged

Montreal.

List No. 48 is still used in the selling of wrought pipe. Business continues fair for this time of year, and the fact that retail dealers have been able to accumulate surplus stocks where a shortage was felt is said to have kept the demand up for piping. Stocks at present, both in the hands of the manufacturer and jobber, are good. Prices will be found on current market pages.

No Change in Corrugated Sheets

Montreal.

Sales on corrugated sheets remain seasonably quiet, and prices still hold at recent declines. Stocks have been improved considerably during the quiet months and and to-day are in very good shape. Prices are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Wares Selling Well

Montreal.

Aluminumware, graniteware and tinware are all selling well for the season of the year. Sales continue to come in in good volume and manufacturers state that up to present date the sales are quite favorable and up to expectations. January and February are always expected to be more or less quiet, and this year is not exceptionally so. No recent price changes have been made on these lines.

Nails Holding at Decline

Montreal.

Both wire and cut nails are holding at the decline of last week. Few sales are being made in nails at present, but an improvement is expected in the near future. In March many spring deliveries are made on nails, and with the demand then increasing it is hard to determine whether lower prices will be quoted. Bookings to date are lighter than other years, dealers holding off and buying in small quantities only. Stocks in the hands of the jobbers are said to be fair. Present quotations are $5.25 base for wire nails and $5.75 base for cut nails.

New Sap Bucket Prices

Montreal.

Prices are now available for sap buckets. With the sap and maple syrup season well advancing manufacturers and jobbers are well stocked with both buckets and spouts. One manufacturer this year is making all buckets of Imperial measure, and they will be sized as 1 gallon, 1½ gallon, etc., thus enabling the purchaser to determine just what size he requires. Present prices are as follows:

Sap Buckets.—No. 8, $21.88; No. 9, $24.50; No. 12, $26.25; No. 16, $31.50 per hundred; 1 gal., $21.88; 1½ gal., $26.25; 2 gal., $31.50 uer hundred.

Spouts.—Perfection. $25 a thousand; Eureka, $16.50; Sterling, $38; Square syrup cans, 1 gal., Imperial, $26 per hundred.

Lead Products Unchanged

Montreal.

Prices are now available on sap products after the decline of last week on solders. Dealers report stocks in fair shape and a steady demand is experienced. Following are the current quotations:

Lead pipe	0 13½
Lead waste	0 14½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 28
Do., strictly, lb.	0 26
Do., commercial, lb.	0 23
Solder, wiping, lb.	0 23¾
Solder wire (8 gauge)—	
40-60	0 28¾
45-55	0 30¾
50-50	0 32½
Zinc sheets, casks	0 14½
Do., broken lots	0 15½

Ingot Metals a Little Steadier

Montreal.

There is not much change in the markets on ingot metals this week. They show a tendency towards being a little steadier if anything, but with no marked change. Tin, copper and lead are quoted at slightly higher prices, the balance with prices maintained.

Tin continues irregular in London, but some judges are of the opinion that the recent liquidation is nearly through and we may see a more stable market soon; however, whether this is premature is difficult to say. Local quotations are 38 cents a pound.

Copper shows a firmer tone in London and New York. The local market is distinctly stronger, but whether it will

be lasting is very hard to determine. Electro, 19 cents; casting, 18¾ cents a pound.

Lead has been a little easier in London and also touched the new low point of $4.40 in United States. However, the local price is a little stronger at 6¾ cents.

The recovery on spelter will likely be slow, but shows a firmness in London and is evidently not far from the bottom in the U.S.A. Local price is unchanged at 7¾ cents.

Little demand is shown for antimony, the market remaining dull and unchanged. Local price, 8 cents.

Aluminum continues quiet and unchanged at 34½ cents.

Toronto Markets

TORONTO, Feb. 10.—The features of the week have been the reductions in rope and cordage prices, and a further decline in wire nails. This alteration from the price quoted last week for nails has not been due to any further reductions by the manufacturers but is a revision on the part of the wholesalers.

While price changes are not so numerous as they have been there are some important alterations, and cotton goods are showing further reductions. Sash cord, cotton rope, and other lines such as mop cloths, seine twine awning cords and candle wick are reduced in price. Copper rivets, which showed a decline last week, are again lower. Gasoline prices are two cents per gallon lower and oakum is showing a reduction in price. Some lines of shears and scissors are lower and Stewart horse clippers are reduced in price. Several lines of National goods such as planes, vises, hack saw frames, etc., have been revised, and are mostly lower. Auto coaster wagons for spring have been reduced ten per cent. Bar iron and steel, black and galvanized sheets, wrought pipe and fittings are holding unchanged. Waste materials are quiet with little change. The ingot metal market is also quiet but there is a better feeling evident and prices are steadier.

Business is reported to be showing a gradual improvement with a fair volume of sorting up orders coming to hand.

Cotton Rope Lower Again

Toronto.

A decline of about 12 per cent. has been made in the price of cotton rope, and for ¼-inch size and larger the price is now 50 cents per pound. The usual extras are charged for smaller sizes.

The previous quotation was 57 cents.

Sash Cord Declines 16 P.C.

Toronto.

Sash cord has been reduced in price and the present decline is approximately 16 per cent. Sizes 8 to 12 are now quoted at 57 cents per pound, No. 7 at 58 cents, and No. 6 at 59 cents.

Copper Rivets Lower Again

Toronto.

A reduction was recorded in the price of copper rivets last week and another change is made this week, effective February 7. Copper rivets and rivets with the usual proportion of burrs are now quoted at 27½ per cent. off list. For burrs only, and where the burrs are in excess of one-third of the combined weight of rivets and burrs, the new quotation is list plus 10 per cent.

Wire Nails Lower Again

Toronto.

Wire nails are lower again this week by 15 cents per keg, and the base price is now $5.10. No further reduction has been made by the manufacturers, and the decline is owing to the wholesalers having agreed to reduce their margin by 15 cents per keg in order to bring differentials nearer to pre-war standard.

Cut Nails Show Decline

Toronto.

A big decline is reported in cut nails, and quotations for these are now at $6.20 per keg, base, f.o.b. Toronto, plus the usual extras on list of September 27, 1920. The charges for galvanizing remain unchanged and are $4.50 per 100-pound keg for sizes under one inch, and $4 per keg for one inch and over.

New Vise Prices

Toronto.

New prices are announced on National vises and constitute a reduction. The following are the new list prices.

MACHINISTS' STATIONARY BASE VISE—No. 103, list $10; 103½, $11.25; 104, $12.75; 104½, $15.50. No. 105, $20; 105½, $30; 106, $39; 107, $55. Discount 10/5%.

MACHINISTS' SWIVEL BASE VISE—No. 203, list, $13; 203½, $15; 204, $17; 204½, $20. No. 205, $30; 205½, $38; 206, $52; 207, $70. Discount 10/5%.

OVAL SLIDE VISE—No. 602½, list $5; 603, $6; 603½, $8. No. 604, $10, 604½, $16; 605, $18. Discount 40/5%.

SELF LOCKING PIPE VISE—No. 71, list, $5; 72, $7.50; 73, $11. Discount, 15%.

New National Plane Prices

Toronto.

Revised prices on National planes show some reductions in quotations. Practically all numbers are affected, and following are the new net prices.

ADJUSTABLE IRON PLANES—N2, $3.40; 3, $3.50; 4, $3.90; 4½, $4.50. N2C, $3.55; 3C, $3.65; 4C, $4.10; 4½C, $4.70. N5, $4.45; 5½, $5.05; 6, $5.80; 7, $6.70. N5C, $4.70; 5½C, $5.30; 6C, $6.10; 7C, $7.05.

BLOCK PLANES—N102, 70c; 103, $1. N110, $1; 120, $1.45.

WOOD PLANES—N35, $3.50; 26, $3. N. 27, $3.40; 28, $3.90.

Hacksaw Frames Revised

Toronto.

Reductions have been made in the prices of National hacksaw frames, and the new net prices are, per dozen, mechanics, nickel plated, $14; ditto, dull finish, $12.60; general purpose, $5.40; full grip, $19.60; pistol, $16.80.

Oakum Prices Decline

Toronto.

Lower quotations are now made on oakum and No. 1 spun is now $18.50, less 10 per cent., while plumbers' oakum is quoted at $9.25, less 10 per cent. This is a reduction of approximately 18 per cent. on the spun and 12 per cent. on the plumbers'.

Fitting Quotations Hold

Toronto.

Wholesalers report seasonably light sales in pipe fittings at present, and stocks are abundant for present requirements.

Quotations are held at recent declines and are as under:

Cast iron fittings	10%
Plugs	20%
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 26	0 36
Class C.	0 17	0 26

Pipe Prices Unchanged

Toronto.

A fair sorting-up business continues to be felt in pipe, and sales of the smaller sizes are good for the season of the year.

Prices are held unchanged and list will be found on current market pages.

Bar Iron is Quiet

Toronto.

Sales continue light in iron and steel, and though orders are fair in numbers they are not heavy, and it is believed that it will be a little time yet before much change can be looked for. There is no quotable change in prices this week and following are prevailing quotations:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00

Tire steel	5 95
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	6 00

New Horse Clipper Prices

Toronto.

A reduction has been made in the price of Stewart's horse clippers, and the No. 1 BB is now quoted at $14, less 25 per cent. New lower list prices are in effect on the sheep shearing clipper and attachment, and also on spare clipper blades.

10 P.C. Reduction on Wagons

Toronto.

Auto-coaster wagons have been reduced about 10 per cent, and 33 1-3 and 10 per cent. is now quoted off list.

Gasoline Down Two Cents

Toronto.

A reduction of 2 cents per gallon has been made in the price of gasoline. The decline was forecast in the last issue of Hardware and Metal. New quotations are 40 cents for motor grade gasoline. Coal oil prices remain unchanged and are 28 cents for Royalite and 31 cents for Palacine. The last change in gasoline prices took place early last September when an advance of 2 cents was made.

S.W. Mops are Lower

Toronto.

A reduction of about 12½ per cent. has been made in the price of self-wringing mops, and these are now quoted at $5.50 per dozen. The old price was $6.30.

The cloths for self-wringing mops have also been reduced again and are now about 10 per cent. less than previous quotations.

Shears Show Lower Quotations

Toronto.

Reductions have been made in the prices of shears and snips, and the Wiss line are now lower. A decline of about 12½ per cent. is reported in the larger sizes of shears, and some lines are reduced from 20 to 25 per cent. Some lines of snips are down about 7½ per cent.

Lead Waste and Pipe Down

Toronto.

Another decline has taken place in prices of lead pipe and lead waste and they are down one cent.

Copper Bottoms Plus 50 P.C.

Toronto.

In noting the change in the discount of copper boilers in the issue of January 29, it read that boilers with copper bottoms remain unchanged at list plus 50 per cent. This should have read that copper bottoms remained unchanged at list plus 50 per cent., and pieced tinware with copper bottoms at list plus 90 per cent.

Household Vises Lower

Toronto.

A new lower price has been made on amateur and household vises and they are now quoted at $11.10 net.

Lead Products in Demand

Toronto.

Prices are holding unchanged on lead and zinc products. Business continues fairly good in these lines considering that it is a quiet season of the year.

Quotations are the following:

Lead pipe, list, per lb.	0 13½
Lead waste pipe, list, per lb.	0 14½
Do., over 8 in., list, per lb.	0 15½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24¼
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 25
Zinc sheets, per lb.	0 18

Compression Goods Steady

Toronto.

The demand for compression goods is fairly good on the various lines, especially on standard compression work and smaller valves. No further changes are recorded and quotations are holding at recent declines as below:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Do., Fuller	30%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, stand.	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J. M. T.	10%
J.M.T. C.	20%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

F. O. B. factory, Toronto.

REDUCTION IN PRICES OF PUMPS AND WRENCHES

As Hardware and Metal is going to press a reduction of 10 per cent. has been made on all pumps of James Smart plant, with the exception of Red-Wing semi-rotary pumps. Canadian Billings and Spencer plant has also reduced prices on stillson pattern wrenches 10 per cent.

Boiler Tubes in Better Demand

Toronto.

There is a better demand during the last week or so for boiler tubes although sales are below the average. Prices continue fairly firm and show little change. Following are present quotations:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	$28 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	.....
2 inch	35 00	28 00
2¼ inch	38 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	46 00
4 inch	92 00	60 00

Sheets and Plates Held

Toronto.

Little change is reported regarding sheets and plates. The demand for the lighter gauges of both black and galvanized sheets is said to be unusually light even for a quiet season, but the heavier sheets and plates are reported to be showing an improvement.

Supplies are greatly improved and even with a large number of mills reported to be closed down, wholesalers state that they are able to get shipments from United States mills very promptly, and without the delay that formerly occurred.

Quotations are nominally unchanged and are the following:

PLATES

10 gauge	6 20	.....
12 gauge	6 25	.....
14 gauge	6 30	.....
16 gauge	6 40	.....

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 50	10 50
U. S 28	9 10	10 20
U. S. 26	8 80	9 95
22 and 24	8 65	9 70
18 and 20	8 50	9 55
16	8 35	9 40
12 and 14	8 30	9 35

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Victor Hack Saws Reduced

Toronto.

There has been a reduction of about 5 per cent. made this week in the price of Victor hack saws.

Waste Market Holds Ground

Toronto.

There has been a quiet but a firm tone to the waste market, but the consuming demand has not yet improved. The non-ferrous scrap metals have stool still and dealing has been small and prices are unchanged although the undertone has been uncertain due to the virgin situation. The following are nominal prices for large quantities.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Bicycle tires	0 75	1 25
Tea lead	2 00	2 25
Automobile tires	0 50	1 00

Hockey Stick Booking Prices

Toronto.

New prices on hockey sticks for booking for fall delivery are now out, and the prices for the season of 1921-1922 show no reductions in price from the present season. It is pointed out that the available supply of the right kind of lumber for these goods is getting harder each year to obtain and is costing the manufacturers of hockey sticks more for each shipment received. Such timbers as rock elm, ash, oak or maple are not growing as fast as they are being cut.

The following are the quotations on the St. Mary's Wood Specialty line:

Hockey Sticks—3-piece goal, $18 per dozen; extra large goal, $17; 2-piece goal, $15; handmade, $13.75; Reliance, $12; Hockey King, $10.50; Rover, $8.25; Amateur, $6.25; Practice, $5; Boys' Expert, $4.50; Boys' Painted, $3; Juvenile, $2; Rooter, $1.

Ingot Metals Still Quiet

Toronto.

Practically all ingot metals are quiet and unchanged, although a little better feeling is prevailing in the markets and a slightly firmer tone is displayed in outside markets on copper.

Tin is holding unchanged, but very little business is reported. In London markets were weak and prices broke from £12 to £14 and were marked to levels that were the lowest since 1914, but partly recovered later.

Quotations are holding here at 43 cents.

A better feeling is reported in copper markets, and though there is little increase in buying producers' prices are said to be firmer.

Local quotations are holding at 19 cents for casting copper.

Lead is quiet and showing no change in prices. In outside markets the demand is reported as fitful and irregular with little buying on the part of consumers. London markets are a trifle weaker.

The price here is unchanged at $7.

Spelter has shown little change during the week and buyers seem in no hurry to place orders.

Local quotations are holding at $7.

The antimony market is very dull with little or no business offering. Prices are unchanged at 8 to 9 cents.

Aluminum is said to be quiet here, but a better inquiry is noted on United States markets and a firmer tone is reported than has been the case for some months. London prices are holding firm.

Local quotations are still 35 to 37 cents.

London Markets

LONDON, Feb. 10.—Some important price changes have been made this week, and wire nails and also cut nails have again been lowered. Rope and sash cord have declined in price again, and other goods showing reductions are linseed oil and turpentine, Stewart clippers, rubber belting, compression goods, lace, leather, seine twine, candle wick and copper rivets and burrs.

Business here during the past week has been seasonably good and Dollar Day, which was held on Thursday, February 3, was a great success among the merchants here, and helped the total sales for the week considerably.

Collections continue to be good.

Linseed Oil Down Seven Cents

London, Ont.

Linseed oil continued to decline this last week and the present selling price is 7 cents lower than the previous week.

Quotations are as follows:

	Raw.	Boiled.
1 to 2 barrels, per gal	1 00	1 03
3 to 5 barrels, per gal.	0 99	1 02
6 to 9 barrels, per gal.	0 97	1 00

Less Barrels, add 15c per gal.

Turpentine Declines Ten Cents

London, Ont.

A decline of 10 cents per gallon has been made in the price of turpentine during the past week and single barrels are now quoted at $1.20 per imperial gallon. Sales continue light on this product at present.

New quotations are the following:

1 barrel lots, $1.20 Imp. gal; 2 to 4 bbl. lots, $1.19; 5 gal. lots, $1.35.

Wire Nails Changed Again

London, Ont.

The price has been changed again this week on wire nails, and another decline has taken place of 5 cents per keg, making the present base price $5.20. This is a price adjustment among the wholesalers, as no further reduction has been made by the manufacturers.

Quotations here are as follows:

$5.20 base, f.o.b., London.
$5.30 base, Owen Sound and Collingwood, freight equalized.
$5.20 base, Windsor, carload freight allowed.

Sash Cords Drop 16 P.C.

London, Ont.

Another reduction has been made in the price of sash cord this week, and new quotations are 11 cents per pound lower, making a further decline of approximately 16 per cent.

New quotations are the following, per pound, No. 6, 59 cents; No. 7, 58 cents, and Nos. 8 to 12, 57 cents.

Cut Nails Drop 75 Cents

London, Ont.

Cut nails have declined 75 cents per keg, and are now quoted at $6.40, base f.o.b. London.

Braided Awning Cord Lower

London, Ont.

New lower quotations are in effect on braided awning cord and constitute a reduction. Following are the new prices.

No. 3, $1.35 doz. hands; 3½, $2.; 4, $4.20; 4½, $6.00.

Reduction on Bed Cords

London. Ont.

Following the reduction in cotton goods, lower prices are quoted for cotton bed cords and are as follows:

COTTON BED CORDS—30 ft., $2.10 dozen; 48 ft., $3.20; 60 ft., $3.80.

Seine Twine Prices Lower

London, Ont.

Prices have declined again on seine twines and the following are the new quotations:

SEINE TWINE—No. 18 and larger in 1 lb. cone, 80c per lb.; No. 15 and smaller, 81c; No. 18 and larger in ¼ lb. cone, 81c; No. 15 and smaller in ¼ lb. cone, 82c.

Candle Wick Price Down

London, Ont.

The price of candle wick is lower this week and it is now selling at 55 cents per pound.

Rope Prices Again Decline

London. Ont.

Another change is made this week in rope prices, and pure manila declines 1½ cents, while Beaver manila, New Zealand hemp, sisal and lath yarns are 1 cent per pound less. Following are the new quotations:

Pure Manila Rope, 24½c base. Beaver Manila Rope, 20c base. New Zealand Hemp, 20c base; Sisal, 18c base; Lath Yarn, 18c lb.

Cotton Rope Down 12 P.C.

London, Ont.

A decline of about 12 per cent. has been made in cotton rope prices, and ¼ inch and larger is quoted at 50 cents per pound; 3-16 inch is now 51 cents.

Stewart Horse Clippers Cheaper

London. Ont.

New lower prices are made on Stewart horse clippers and sheep shearers and on parts. New lists are issued and the discount remains at 25 per cent. off.

Following are new list prices on some of the best known lines:

Horse Clipper, No. 1 BB., $14 each list.
Sheep shearing attachment for No. 1 horse clipper, $13 each.
Combined horse clipping and sheep shearing machine, $27 each.
Sheep shearing machine, No. 8, $18 each; No. 9BB, $22, list each..
Top plates for Stewart horse clipper, $1.25 ea.; bottom plates, $1.75 each; shaft and chain, $5.25 each; 6-ft. shaft only, $3.60 each; 6-ft. chain only, $2.10 each; head complete with plates, $4 each.
No. 276 cutter for sheep shearer, 25c each; No. 277 comb, 75c each.
All less 25%.

Copper Rivets Lowered Again

London, Ont.

New lower quotations were announced last week on copper rivets, and another reduction has been made this week.

The present discount on copper rivets and usual proportion of burrs is 27½ per cent. On copper burrs alone the discount is list plus 10 per cent.

Rubber Belting is Down

London, Ont.

Rubber belting has been lately reduced in price and the new discount on the Reliable brand is 40 and 12½ per cent. off list.

Bibbs and Stop Cocks Lower

London, Ont.

There has been a decline of approximately 11 per cent. in the price of brass compression bibbs and stop and waste cocks, and instead of 25 per cent. off list, the quotation is now 34 per cent. off.

Cut Lace Leather Declines

London, Ont.

A reduction has been made in the price of cut lace leather, and this is now quoted here at $2.25 per pound.

Window Glass Holding

London, Ont.

No change is noted in window glass here this week, and this is quoted at 60 per cent. off list for single or double diamond, and 60 per cent. off cut light list also.

No Change in White Lead

London, Ont.

The price of white lead in oil is holding unchanged here, and sales are seasonably fair.

Quotations remain as under.

	Tons.	Less Tons
PURE per 100 lbs.	$16 95	$17 30
ELEPHANT, per 100 lbs.	17 45	17 80

Putty Shows no Change

London, Ont.

No change has been made in putty prices and the demand is light at present. Present quotations are the following:

Standard 100 lb. drums, $8.05 per 100 lbs.; 25 lb. drums, $8.30. Pure, 100 lb. drums, $10.55; 25 lb. drums, $10.80.

Pyrex Ware Selling Well

London, Ont.

Pyrex glass oven ware is proving a good all the year seller and the demand for this line has been good even since the Christmas trade. Quotations remain unchanged at 35 per cent. off list.

Good Sales for Accessories

London, Ont.

Automobile accessories and tires are enjoying very good sales at the present time as a result apparently of the exceptionally open weather. Prices generally remain firm and show little change.

Fair Lantern Sales

London, Ont.

Fair sales are being made on lanterns and lantern globes, and the price of $15 per dozen for long or short pattern lantern still holds. Globe prices are as follows and are also unchanged:

LANTERN GLOBES— (long and short pattern), 1 doz. cases, $2 per doz.; 3 doz. cases, $1.80 per doz.; 6 doz. cases, $1.60 per doz.

Winnipeg Markets

WINNIPEG, Feb. 10.—Several lines of steel goods, such as hammers, sledges, wedges, files, etc., are reduced in price this week.

Carriage rivets are lower in price and copper rivets and burrs are reduced again. Other lines showing lower quotations are carpet felt, crushed oyster shell, and wood alcohol.

Linseed oil, turpentine and white lead in oil are all reduced again this week.

An improvement has been shown in the volume of business during the past week, but there is a certain holding back in ordering for later delivery, though good sorting up orders are being received.

Carpet Felt Price Declines

Winnipeg.

The price has been reduced on carpet felt and the following are latest quotations: 16-ounce, $4.70 per roll; 20-ounce, $5.90 per roll.

White Lead Declines Slightly

Winnipeg.

Decorators' pure white lead has been again reduced slightly and is now quoted at the following prices:

1 lb. $20.60 per 100 lbs.; 2 lbs, $20.60; 5 lbs., $20.10; 12½ lbs., $18.60; 25 lbs., $18.10; 100 lbs., $18.10.

Wrought Pipe Unchanged

Winnipeg.

There has been no change on wrought iron pipe for some time. The new price lists issued at the first of the year to take care of the change in freight rates is still in use. The demand for this line is fair and deliveries are getting better.

Quotations are to be found on current market pages.

Crushed Oyster Shell Lower

Winnipeg.

A slight reduction has been made in the price of crushed oyster shell for poultry, and it is now quoted at $2 per 100 pounds.

Turpentine Drops in Price

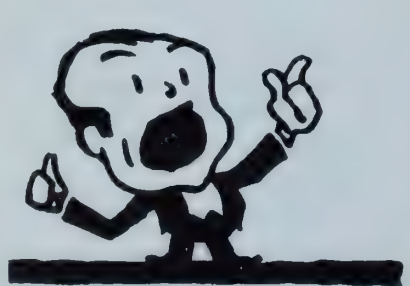
Winnipeg.

The price has again been reduced on turpentine and it is now quoted at $1.65 per gallon in barrel lots.

Wood Alcohol Prices Down

Winnipeg.

The price has dropped on wood alco-



The 33rd Annual Spring Buying and Directory Number of Hardware and Metal will be issued on March 19. It will be the best number ever produced in Canada. Watch for it.

hol this week and the following prices are quoted: Barrel lots, $2 per gallon; less, $2.10 per gallon. Containers extra.

Linseed Oil Again Lower

Winnipeg.

Another reduction has been made this week on the price of linseed oil and it is now quoted at the following: Raw, $1.20 per gallon; boiled, $1.23 per gallon.

Copper Rivets Again Reduced

Winnipeg.

The prices have been reduced on copper rivets and burrs and following are the last quotations:

COPPER RIVETS—No. 8, 50c per lb.; 10, 54c; 12, 58c.

COPPER BURRS—No. 8, 50c per lb.; 10, 54c; 12, 58c.

ASSORTED COPPER RIVETS AND BURRS—No. 8, 50c per lb; 9, 58c; 10, 60c.

Carriage Rivets Lower

Winnipeg.

The list prices on carriage rivets have been revised, making the selling price lower with a discount of 30 per cent.

List prices:
Size ⅜ in. x 3-16 in., 23c; ¼, 24c; 5-16, 23c.
½ x 3-16, 23c; ¼, 22c; 5-16, 21½c; ⅜, 21c.
⅝ x 3-16, 23c; ¼, 22c; 5-16, 21½c; ⅜, 21c.
¾ x 3-16, 22½c; ¼, 21½c; 5-16, 21c; ⅜, 20½c.
⅞ x 3-16, 22½c; ¼, 21½c; 5-16, 21c; ⅜, 20½c.
1 in. and longer by 3-16, 22c; ¼, 21c; 5-16, 20½c; ⅜, 20c.

Pittsburgh Markets

PITTSBURGH, Feb. 10.—Production of pig iron is down to a rate of about 27,500,000 gross tons a year, this comparing with a rate of about 28,700,000 tons in January, 32,150,000 tons in December and 36,850,000 tons in the year 1920 as a whole.

Actual productive capacity may be estimated at 45,000,000 or 46,000,000 tons a year, so that the present rate of operation is about 60 per cent. of capacity. In one way this is a low rate, but it must be remembered that a number of times operations in the iron and steel industry have gotten down to 60 per cent., and merely in a time of ordinary depression or relaxation, without there being such great unsettlement in the world as now exists.

Just now there is no occasion to think of the rate of production increasing. There is no sign that it is going to do that in the near future, or until fundamental conditions have greatly improved. Rather the trend is very decidedly downward, and unless there is a complete reversal in affairs there will be a much lower rate in the course of the next two or three months. Very likely there will be some improvement in demand here and there, but the rate, as a total, will decrease. Only a small proportion of the merchant furnaces are now in blast, so that there is not much room left there for decrease. As to the furnaces of independent steel works, they are, as a whole, running a little better than the attendant steel works, so that there may easily be some decrease in that quarter. The great point, however, is the Steel Corporation, whose operations have been altogether phenomenal. The corporation is running about three times as great a proportion of its capacity as are the independents, and that, of course, cannot continue indefinitely. It is a marvelous thing that while four months ago the independents began to decrease production on account of the supply of specifications beginning to run thin, the corporation has in those four months operated at a higher rate than it did in the preceding four months. In December the Steel Corporation blew in five blast furnaces and blew out one, while in January it blew in two and blew out one, so that it is now running five more furnaces than at the close of November. At some time, and probably very soon, the Steel Corporation's production of pig iron and steel will begin to fall off sharply.

While the present rate of pig iron production, 27,500,000 tons a year, is only 60 per cent. of existing capacity, it is just equal to the output in 1910, which was 27,300,000 tons, while that was approximately the full capacity in 1910. There was sustained demand throughout the year, largely against old contracts. All the consuming industries were working well and requiring more iron and steel than ever before. Now there is not a consuming industry that is in anything like normal position.

Foundry pig iron has been offered by producers on the basis of $29 valley, or $1 under the market as previously quoted. Nothing at all has occurred in Bessemer and basic, which accordingly remain quotable at $32 and $30, respectively, at valley furnaces. All these prices, however, are nominal. An actual inquiry for a few thousand tons would undoubtedly bring out lower quotations, but no one is disposed to inquire.

Pig iron is simply unsaleable. The furnace men do not know whether consumers would be interested at any price at all, but some of them would like to develop this matter. Production cost is, of course, vitally involved. With costs as at present the furnaces might shade these prices a trifle, but not much. The furnaces have not much leeway now that the market has declined as far as it has already, most of the production cost being involved in the costs of the raw materials. Two or three of the coke operators, perhaps more, are alive to the situation and are desirous of co-operating with furnace men to get costs down, expressing their willingness to figure out coke prices afresh, even when regular contracts are in force, if the furnace men can get other items of cost down so as to make much lower prices for pig iron and try whether such prices will enable pig iron consumers to get started consuming.

With the exception of plates, prices of finished steel products are well held at the Industrial Board level. In several of the commodities there is some shading, but not a great deal. The steadiness of the market does not betoken any real strength in the situation, the cause of the steadiness being rather that there is so little inquiry of a regularly competitive character that producers are not encouraged to name cut prices. Plates have been sold at 2.50 cents, against the Industrial Board price of 2.65 cents, and more orders could be placed at 2.50 cents, though it is to be noted that the Steel Corporation and some of the independents are adhering strictly to the 2.65-cent price. Other commodities may be quoted at Industrial Board prices as follows: Bars, 2.35 cents; shapes, 2.45 cents; standard steel pipe, 57½ per cent. basing discount; plain wire, 3.25 cents; wire nails, $3.25; blue annealed sheets, 3.55 cents; black sheets, 4.35 cents; galvanized sheets, 5.70 cents; tin plate, $7 per base box, 100-pound.

The Future

At the beginning of the year there were some predictions that the demand for steel products would experience a marked improvement about the second half of March, and that there would be fairly full demand by September or October, though these predictions were not made universally. Now, however, the predictions are less hopeful. There are practically none who definitely predict full employment even late this year.

Several causes brought about this change in expectations. One is that the price readjustment is not proceeding as rapidly as was expected. Observers took their cue from the declines in certain quarters, assuming that others would follow, but now it is seen that the lead is not followed as was expected. To illustrate, long ago clothing experienced sharp reductions, but groceries are not down in proportion even now. The wholesale price of pork dropped below the pre-war price, but the retail price has undergone little reduction. Then, coming home to steel, the independent steel producers came down to the Steel Corporation or Industrial Board level before the end of last year, but the prices of many finished wares produced from the regular rolled products have not declined in proportion. In the past week chain has been reduced from 7.25 cents to 6.75 cents base, with a decrease in the extra for the smallest sizes of .75 cent, but chain is still high relative to its raw materials, wire at 3.25 cents, rods at $57 and bars at 2.35 cents.

Partly on account of this slowness in price readjustment the expectation of broadening in demand for steel must be deferred. Another influence is the unsatisfactory credit situation, capital being scarce and borrowing difficult. The steel industry, which usually does a cash business, with excellent collections, now finds collections very poor in some quarters.

Paint and Varnish Manufacturers in Convention

Eighth Annual Meeting Held at Montreal—Officers Re-elected For 1921—"Save the Surface" Committee Report—Plans Outlined for 1921

AT THE eighth annual convention of the Canadian Paint, Oil & Varnish Association, held at Montreal, many important matters pertaining to the paint and varnish industry came up for discussion. As announced elsewhere in this issue practically all of last year's officers were re-elected.



GEORGE HENDERSON

Brandram-Henderson, Ltd., Montreal, re-elected president of the Canadian Paint, Oil and Varnish Association at the recent election.

There was some discussion regarding the agenda for the International Labor Conference to be held at Geneva, April 4 next, one item of which refers to the question of the prohibition of the use of white lead in the manufacture of paints. It was stated that the Lead Grinders' Association would take up the matter, and act in the best interests of all concerned.

Endorse Made in Canada

The meeting went on record as endorsing the efforts of the Canadian Manufacturers Association in connection with the "Made in Canada" campaign, and each member was urged to do all in his power to assist in furthering the campaign.

A request from the American consul for information in the form of replies to certain questions regarding markets for paints and varnishes was placed before the meeting, and the secretary was instructed to reply giving the information.

Paint Prices

The question of paint prices came in for considerable discussion, but no price changes were announced, and a statement was given to the effect that the feeling was unanimous that a reduction would not be in the interest of the members nor of the trade generally, and, further, that, in view of the fact that no money was being made at the present time, a reduction would be an intolerable burden on the manufacturers without stimulating trade in any way.

Freight Classification

Referring to the proposed freight classification No. 17, which the Canadian Freight Association filed with the Board of Railway Commissioners for approval, the Canadian Paint, Oil & Varnish Association suggested that an effort be made to have the minimum carload weight placed at 30,000 pounds instead of the proposed 36,000 pounds.

Report of "Save the Surface" Campaign Committee, Year 1920

"In submitting the annual report of the 'Save the Surface' Campaign Committee for the year 1920, it is proposed to cover as briefly as possible the activities engaged in and the progress made during the year.

While the work of the committee met with gratifying success during the year 1919, it was felt that there was a great necessity for a fuller understanding of the aims and objects of the campaign on the part of many subscribers and the great majority of salesmen, jobbers and retail distributors. The conclusion reached was that this could only be effected by personal contact with all classes of the trade, and that if their thorough co-operation could be obtained in spreading the "Save the Surface" idea it would be of inestimable value.



JOHN IRWIN

Managing Director McArthur Irwin Co., Montreal, elected a member of the "Save the Surface" committee at the recent meeting of the Canadian Paint, Oil and Varnish Association.



WALTER B. RAMSAY

A. Ramsay & Son Co., Montreal, re-elected vice-president of the Canadian Paint, Oil and Varnish Association at the recent election.

Plan a Convention

After a thorough discussion of this problem, it was decided to hold on April 30th a convention in Montreal, of subscribers, their salesmen, jobbers, retail paint dealers, master painters and others interested in the manufacture, distribution and use of paint. The success attending this gathering encouraged the committee to such an extent that similar conventions were held at Toronto, Vancouver, Calgary, Edmonton and Winnipeg.

As an outcome of the convention at Toronto, plans for local organization of the smaller towns were arranged, resulting in the retail distributors in a number of Ontario towns uniting co-operatively to use "Save the Surface" advertising at their own expense. Subsequently the conduct of this phase of the campaign was placed in the hands of F. J. Penberthy, who was chairman of the Business Promotion Committee of the Toronto Paint, Oil & Varnish Club.

British Columbia Campaign

At Vancouver, in order to meet the somewhat different local conditions existing there, it was decided to place the British



Glidden Gives the Finishing Touch

Giving the "finishing touch" to stately interiors requires not only the skill of the master painter, but demands the employment of the highest grade of materials as well.

The experienced master painter can be depended upon to choose the right finish — his choice is governed by long experience. And the fact that Glidden finishes are so frequently selected is evidence of Glidden quality. Painters know its wonderful qualities and unquestionable worth.

Identify yourself with Glidden products and reap the profits of Glidden reputation. You will find a ready response among painters for Glidden products. Write to-day for dealers' proposition.

THE GLIDDEN COMPANY, Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg.



If interested tear out this page and place with letters to be answered.

Columbia campaign in the hands of the British Columbia Paint and Varnish Association, subject to the general direction of your committee. J. C. Pendray, of the British America Paint Company, has been lately added to the committee, and under his direction, as our representative in British Columbia, good results may be regarded as certain.

At Calgary, the campaign was heartily endorsed and promises of organization were received.

At Edmonton, where a successful "Clean Up and Paint Up" campaign had just been concluded, the representatives of your committee also met with promises of organization and co-operation.

Western Convention

At Winnipeg, a very enthusiastic convention was held. Mr. L. C. Stephens has been added to the National Committee as representing Manitoba and Saskatchewan, and was appointed chairman of the committee to conduct the local campaign throughout these provinces. The plans for further co-operation with your committee include another "Save the Surface" convention at the bonspiel to be held at Winnipeg in February 1921.

In the Maritime Provinces interest in the campaign will be further promoted by similar conventions during the present year.

Suggestions as to details of organizations considered desirable at the various centres were submitted by your committee to the local committees at Vancouver, Calgary, Edmonton and Winnipeg, and all the subscribers were furnished with a report of this convention tour.

One noticeable feature was the editorial support accorded by the newspapers of Vancouver and Winnipeg, which you will agree constitutes an exceedingly strong endorsation of the campaign.

It is to be remembered that a large part of the summer and early fall of 1920 was taken up in this organization work, the cumulative results of which cannot become fully apparent until 1921.

The publications in which "Save the Surface" campaign advertising has appeared, are divided into three classes:—City dailies, farm papers and magazines.

In addition to the distribution of the funds at its disposal in the conduct of the advertising campaign, the committee has printed and distributed the small book "Making Money in the Painting Business," which has been very popular and in great demand. During the last few weeks an attractive Window Trim has been secured for 1921, copy of which is before you. Large numbers of slogan cuts have been distributed, and your committee here wish to record the fact that there has been a great improvement in 1920 over 1919 in the use of this slogan, although some subscribers still at times forget its use in their advertising. This occasional neglect is to be regretted, as the constant use of the slogan should be the aim of all in order to keep it prominently before the public eye.

A reference to the folder sent out recently to all subscribers, containing the advertisements it is proposed to use during 1921 will, we feel confident, satisfy you that an excellent selection has been made. They were prepared with the greatest care in order that every branch of the industry represented in the Association might be covered in our series.

The entire funds placed in the hands of the committee were spent in advertising. Travelling expenses, where necessary in the interests of the campaign, were paid for personally by the members of the committee or by the firms they represented. It is not intended to extend the number of advertising mediums or space occupied, but to carry out the 1921 campaign on the same lines as those of 1920, will cost a considerably larger sum. This is due to the increase in advertising rates and also the marked advance in printing rates.

A series of letters has been sent out to all subscribers dealing with the subject of finances, and your committee hope that these letters have been given most careful thought.

A thorough investigation leaves no doubt as to the value of the campaign. Individual subscribers have furnished evidence of this by stating, in one case, that in the neighborhood of $2,000.00 worth of material was sold to one buyer as a result of the campaign; another states that as a result of the campaign accounts have been opened in establishments where paint was never before handled. Many retail dealers maintain that their sales have been materially increased through this medium, in fact from all sides tangible evidence is forthcoming bearing out this contention. The committee therefore feels, when the difficulty of estimating even approximately the results obtained from any form of advertising of a general nature is considered, that the campaign's success has been proven to a marked degree.

It will be of interest to note the action taken by the paint, oil and varnish manufacturers of the United States, when a short time ago they agreed to increase their subscriptions to the "Save the Surface" campaign from a matter of $140,000 to approximately $700,000, or five times as much as their original appropriation. There can be no stronger indication of the faith which lies behind the campaign in the country to the south of us than this enormous increase in the funds to be placed at the disposal of their committee.

We in Canada will undoubtedly benefit extensively from this increased appropriation in view of the fact that such a large percentage of the American committee's advertising is done in periodicals which have a very large circulation in this country as well as in the United States, such as the Saturday Evening Post, Literary Digest and American Magazine. This must, of course, be regarded as an exceedingly great help to our campaign linked up so closely as it is with the campaign in the United States.

Up to this point the movement may be regarded as a large scale demonstration rather than a complete program of serious work. The demonstration, however, has been so overwhelmingly convincing, the results have so completely justified the faith of the original proponents, that there can be no further doubt.

In view of all the circumstances, the committee feels that the subscribers will not have the slightest difficulty in realizing the importance of carrying on in 1921 advertising commensurate with last year, and after very careful consideration, is confident that its appeal for an increase of 50 per cent. over 1920 subscriptions will be heartily responded to. This increase is necessary for the reasons stated earlier in this report and the committee feels assured that the Association appreciates the desirability of reaping all the benefit undoubtedly to be derived from this campaign, augmented as it will be this year by the increased expenditure of the American committee.

The committee would like here to emphasize the fact that it is carrying out the plans of the association as unanimously decided upon. The detail work in connection with organization, advertising, etc., etc., can be, and has been done by the committee, but, without the enthusiastic co-operation of each individual subscriber the best results cannot be realized.

It has been felt that sufficient interest in the campaign is not being displayed by the selling staffs of the members of this association. The various advertising staffs seem to have taken a stronger hold of the material and ideas offering than have the sales departments. The enthusiasm evidenced by the money subscribed and by the work of the committee simply must be backed up by more, and still more, efforts on the part of the sales departments and the individual salesmen in their work throughout the country. This can only be secured by constant work on the part of the subscribers themselves, for, as previously stated, the maximum benefit to be derived from the campaign cannot otherwise be realized. Salesmen must be made to assume their part in the campaign, and the opinion of the committee is that the sales managers can bring this about to a greater extent than has yet been evidenced.

The committee feels that, assured of the active support of both sales and advertising staffs of the subscriber to the campaign, it will be in a position to perfect further plans for carrying the campaign along desired lines.

Better organization and co-operation amongst our own association members must be forthcoming before we can expect to secure the hearty support of such distributors, master painters, etc., etc., who may not have yet come in contact with salesmen who show the energy to be expected from representatives of those who are subscribing cash to carry on this work.

In order to assist subscribers to promote the campaign among their own sales staffs, an article headed "Talks to Salesmen" has been written and recently distributed. This gives suggestions which the committee feels should aid in creating the desired interest in the minds of all salesmen, but it is only a guide, intended to be used as such, and in no way to be considered the only method of bringing about the active support of the salesmen.

As a means of making sure that work is undertaken on behalf of the campaign by individual salesmen, it is suggested that each one be instructed to obtain the opinions of his various customers as to its value. These opinions could be sent to the respective head offices, who, in turn, could with advantage send them to the committee with their own remarks. Suggestions as to the conduct and extension of the campaign as a result of these expressions would be welcomed by the committee.

During the past two years, the campaign has made a strong and an effective appeal to the trade, to combat the false idea of economy shown in a reduced use of paints and varnishes during periods of business dulness, and this appeal is having, and will have an increased broadening and stabilizing influence during the present year when it is much needed. The year 1921 may furnish the acid test of the work so far accomplished, and therefore demands the carrying on of this campaign more intensively than before in order that we reap the benefit of the cumulative effect produced during the past two years.

Apart from the increased subscriptions asked for, the committee feels that only one thing is required, namely, the hearty and sustained co-operation of subscribers in the manner indicated, to make 1921 the most successful year since the organization of the campaign.

At the recent meeting of the Canadian Paint, Oil and Varnish Association held at Montreal, officers were elected for 1921 as follows:

President, George Henderson, Brandram, Henderson, Limited. Vice-Presidents: Walter B. Ramsay, A. Ramsay & Son Company; L. C. Stephens, G. F. Stephens & Co., Ltd., Winnipeg; T. F. Monypenny, Imperial Varnish and Color Co., Ltd., Toronto. Directors: J. C. Pendray, Andrew E. Hay, W. W. Ingersoll, Dougall Varnish Company, Montreal. "Save the Surface Committee": R. C. Mission, H. E. Mihell, John Irwin, A. T. Black, George Henderson.



"Save the surface and you save all" *Paint & Varnish*

Meet Us at Booth 19

Hamilton Convention

The Hillcrest Line of Paints

HILLCREST REGISTERED
A GUARANTEE OF QUALITY

"We Believe No Better Paint Can Possibly Be Made"

When we put "Hillcrest" on a paint product it marks that article as the very best that can be produced. "Hillcrest" is our endorsement that we have manufactured the product concerned from the most carefully selected material we can procure, in the most skillful manner, under expert supervision, and thoroughly inspected and tested it.

If you don't know the "Hillcrest" line we want you to try it. Ask Hillcrest salesmen; they are prepared to serve you cheerfully and co-operate with you effectively.

We Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

You Will Be Welcome at the Convention—Booth 19

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered.

A. T. BLACK RETIRES FROM MARTIN-SENOUR CO.

Will Enter Business for Himself

AN announcement of interest to those connected with the hardware trade comes with the news that A. T. Black, who for many years has been connected with the Martin-Senour Company and who, for the past five years, has held the position of chief executive of that company, has resigned to enter business on his own account.

A. T. Black is a native of London, Ont., and started his business career in the hardware store of A. Westman of that city. He was later connected with the Bond Hardware Co., of Guelph, Ont., in charge of the retail department. Later he became Eastern Ontario representative of the Martin-Senour Company, receiving an early promotion to the position of sales and advertising manager at Montreal. In 1916 he was appointed general manager.

Mr. Black's thorough training through each phase of the business will stand him in good stead in his intention to market a line of products selling to the hardware trade, regarding which an early announcement is expected. His success in the past will doubtless stay with him in his new venture and he will carry with him the good wishes of the many friends he has made in his recent capacity.



A. T. BLACK

Novel Ideas for "Dollar Day" Sale

Continued from page 57

this difficulty and find that it brings business.

After Country Trade

At the W. A. O'Dell hardware, which faces the market, the following lines were featured—aluminum ware, granite ware, silverware and cut glass for the women, paints for farmers, boys' watches, door mats, brooms and rubber mats. In the firm's advertising special attention was drawn to the fact that "Bargains" were offered at the O'Dell Hardware. Below were listed a large number of the articles mentioned. Paint was featured at the following prices: gallons $5, half gallons $2.50, quarts $1.25, pints 65 cents and half pints 35 cents. "See Us About Mixed Paints" said the caption of the paint section of the advertisement and a great many of the visitors took advantage of their visit to the city to talk over with the firm their paint needs. Not only were they sold paints but also brushes and other merchandise.

The Purdom Hardware Company took advantage of the crowds in town to open its annual February sale and used a quarter of a page of very attractively arranged advertising matter to tell the people about its offerings. In every instance the prices were given in large figures. There was literally in the merchandise listed "something for everybody." Automobile owners found patches listed at attractive prices, housewives looked over twenty-five enticing bargains in enamelware and aluminum ware. In addition there were such goods as brooms, vacuum cleaners, ash sifters and oil heaters. For the men there were saws, roofing, tools, wire door mats, horse blankets, lanterns and many other lines in which farmers are especially interested.

Close Co-operation

The visitors, who came in thousands, had one of the biggest days of their lives. In addition to their tour of the stores, and their visit to the auto show, the local theatres co-operated with the merchants by arranging special attractions.

Merchants stated to Hardware and Metal that the merchandise turnover was one of the largest in the history of the city. A feature that impressed itself on all of them was that the farmers have money in apparently unlimited quantities. They have money to buy apparently whatever they want to buy and while they are not in any way throwing money away they are prepared to buy good goods and pay a reasonable price for them.

There is always a certain percentage of any buying crowd that is looking for something cheap. These people were present on Dollar Day but were decidedly in the minority. To offer "cheap" stuff to the majority of the farmers who came into the stores would have been to lose them quickly. They were obviously interested in buying but they had the money and were willing to pay for the better class of goods.

The same thing was noticeable at the auto show. Hundreds of farmers who came in their own cars were inquiring about something "a little better." They seemed especially interested in the closed cars and if inquiries are any barometer many farmers from now on will be owners of closed cars.

FULL REPORT OF THE CONVENTION

Next week's issue of Hardware and Metal (February 19) will contain a very complete report of the proceedings of the annual convention of the Ontario Retail Hardware Association being held in Hamilton, Ont., from February 14-18 inclusive. Arrangements have been made to give the quick service necessary to have a complete report of every session published in the current week's issue. There will be much valuable data for hardware merchants as result of the discussion at this convention and next week's issue will set this forward in the most complete form for the instruction of those merchants unable to be present and as a reference for those in attendance.

Montreal Paint and Varnish Men's Club

Messrs. Geo. V. Horgan, secretary of the National Paint, Oil & Varnish Association, and H. S. Chatfield, representing the eastern zone of that association, addressed the paint and varnish manufacturers at their recent meeting in Montreal. These two gentlemen outlined the organization of their association and pointed out to the members the value of establishing a club in Montreal in affiliation therewith. After lengthy discussion it was moved, seconded and resolved, "That it is the opinion of the Montreal representatives that an organization be formed to be known as the Paint, Oil & Varnish Club of Montreal, and that this club, being an entirely separate organization from the Canadian Paint, Oil & Varnish Association and being in full control of its own affairs, affiliate as a constituent club of the National Paint, Oil & Varnish Association."

Retailers' Electro Service

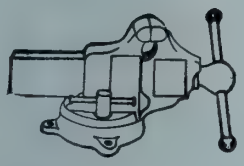
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



370





330



159







372

399

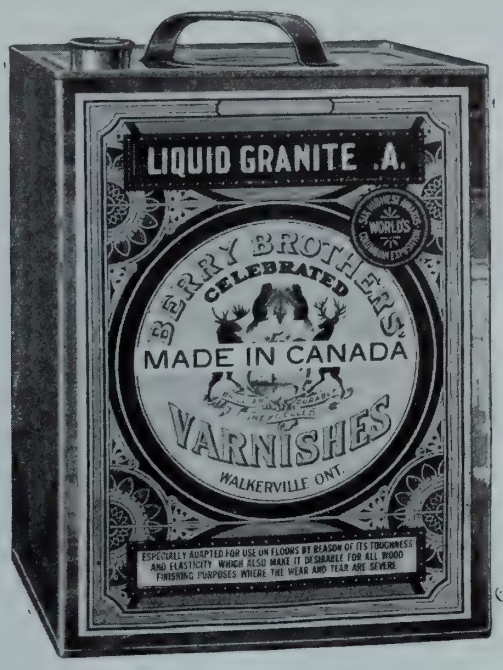
THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue

TORONTO, CAN.



THE Berry trademark has become familiar to all varnish buyers since its introduction in 1858. It has always stood for quality and is recognized as a sure protection against inferior finishes. Even the smallest consumers have come to know—if it's Berry's, it's right.

The great demand for Berry Brothers' products is always growing greater, and it pays to make them a leader.

BERRY BROTHERS INC

World's Largest Makers

Varnishes and Paint Specialties

Walkerville, Ont.

Partial list of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Company, Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Feb. 10.—Lower prices are again shown on linseed oil and shellac. Linseed oil is reduced five cents a gallon and shellac 50 cents. Window glass is still very unsettled, but the new glass list with a third off is being quoted.

Turpentine, white lead in oil and putty remain unchanged with sales seasonably light on these products.

Paint and varnish sales are steadily improving, spring deliveries now being forwarded in better volume. On spring orders sundries such as enamels, stains and other specialty lines appear freely in larger quantities than in previous years, thus indicating the ever increasing sale for these lines.

Linseed Oil Again Lower

Montreal.

The market on linseed oil continues to show lower quotations and this week it is again reduced 5 cents a gallon. The dollar mark has been now reached and passed in quantity prices. The flaxseed market remains very unsettled and shows signs of weakness. Lower prices may even yet be reached on oil, but at these low prices it is easily seen that linseed oil is away below its normal basis considering other commodities allied to it. Prices are as follows:

1 to 2 barrels	0 99	1 01½
5 to 10 barrels	0 92	0 94½

Shellac Still Lower

Montreal.

That shellac is experiencing a very unsettled market is quite evident. Although the same quotations as last week are held by some firms, others again are quoting a reduction of 50 cents a gallon. The sales of shellac are seasonably small and whether the price cutting now in evidence will stimulate sales seems doubtful. The lowest quotations for this week are as follows:

Orange shellac, in barrels, $4.50; in one gal. jugs, $4.75; white, in barrels, or 5 gal. jugs, $5; in one gal. jugs, $5.25.

Window Glass Remains Unsteady

Montreal.

The glass market is still very unsettled; even with the new list coming out with much lower quotations given, it is still felt that a firmness is not yet at hand. The Belgian market continues to sag, and when the demand becomes heavier, thus reducing the stocks on hand, it is hard to determine whether lower prices will then be offered. That Belgium is exporting a very high percentage of her production is manifest, or at least in a position to do so if the outside markets are in a position to receive the exports, and the Canadian market seems to be a desirable one to ship to. England with her new glass industries is now able to manufacture a higher percentage of her requirements; United States has been in this position, enjoying at the same time an export trade, and central Europe is not showing the demand at present for window glass.

The Belgian franc is also closely observed, as the exchange rate on this has quite an effect on the Canadian imports from Belgium. The new price list shows quotations as follows:

United inches	Star or 16 oz.	Double or 24 oz.
Up to 25	11 00	16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37 25
95 to 100	.....	43.75

Discount box glass, Montreal, 33 1-3%.

Cut size sheet glass, 60% off list of November, 1919.

Turpentine Unchanged

Montreal.

Turpentine does not follow the trend of linseed oil for this week, prices remaining the same. There is not much business offering, sales being very small. The Southern market also is very quiet, and it is felt that until the demand increases not much improvement will be shown. Quotations are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 22
Broken lots	1 26

White Lead in Oil Steady

Montreal.

No changes have been made in white lead in oil prices. The market also remains dull and unchanged. Prices will no doubt remain quite firm until the demand shows some improvement. Quotations will be found on current market pages.

No Changes in Putty

Montreal.

Prices on putty remain unchanged, with the demand continuing quiet. Little improvement is expected in this product until the season is more advanced. Quotations are as follows:

Standard Putty —	5 tons	1 ton	Less ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
3 and 5 lb. tins	9 60	9 85	10 20
1 and 2 lb. tins	10 75	11 00	11 35

Bulk Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Paint Still Shows Improvement

Montreal.

Business in prepared paints and varnishes continues to improve as the season advances. Spring shipments are now being delivered steadily and dealers are continuing to place their orders for requirements, realizing the season is approaching when their supplies should be in.

Paint Brushes May Be Scarce

Montreal.

That dealers are holding off in their buying of brushes for spring demand in the hopes of further declines is liable to result in a shortage in some lines by the time the season is well under way. Wholesalers are said to be taking advantage of this present situation and stocking as heavy as in other years, being guaranteed against declines until July and August. The chances of any further reductions until the late summer seem very remote, with manufacturers from five to six months behind in their orders, and skilled labor, which is absolutely essential in the better grades of brushes, very hard to procure.

Toronto

TORONTO, Feb. 10.—Business continues to show a gradual if slow improvement but many in the trade express the opinion that it will be another month before much change is shown and the volume of orders increased to any great extent.

Prices generally are held unchanged, and white lead in oil, putty and shellacs are at quotations given last week.

The glass market is still in an uncertain state although quotations are now more stable. Montreal wholesalers as noted last week have adopted a new list, but quotations here are still made from the old list.



"Save the surface and you save all" *Paint & Varnish*

If you have not ordered for spring do it now.

Ramsay's

Surface Saving Paints and Varnishes make profitable sales and satisfied Customers

The Right Paint to Paint Right

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested tear out this page and place with letters to be answered.

Turpentine and linseed oil are showing a slightly firmer tone this week and the demand is said to be somewhat improved.

Paints and Varnishes Hold

Toronto.

No change was made in paint or varnish prices at the meeting of the Paint and Varnish Association held on February 3. There is said to be a slow improvement in the amount of orders being received and shipped out, and next month, it is believed, the improvement will be more marked.

No Change in White Lead

Toronto.

No changes have been made in white lead in oil and prices are not expected to show any alteration for the present.

Sales are light and it is not expected that this condition will show much variation until the spring business begins to open up.

Quotations are as per current market pages.

Putty Sales are Light

Toronto.

The demand is not showing much change in putty and sales are still small. Prices are maintained and are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Easier Tone on Shellac

Toronto.

Quotations on shellac continue to show a decline. Orange shellac is quoted at $4.75 per gallon in barrels and $5.25 in gallon jugs. On white shellac the quotations are $5.25 and $6 respectively.

Uncertainty in Window Glass

Toronto.

While some report that an improvement is observed in the demand for glass, others state that business is still very quiet and shows no indication of any revival of interest. It appears fairly evident that buying is restricted greatly to immediate requirements, and very little booking ahead is being done, indicating a belief on the part of many that despite recent large reductions in quotations, the bottom has not been reached in glass prices. Whether lower prices may be expected is uncertain at the present time, and depends largely on the future of Belgian exchange and the state of the market there.

It is significant that many United States glass factories, which only a few months back could not promise delivery under three months, are now working at only about 50 per cent. capacity.

Quotations are unchanged at 60 per cent. off list, with an extra 5 per cent. for 25 cases or over.

Linseed Oil Holding

Toronto.

No change is made this week in linseed oil, and a little firmer tone is noted. On local and American markets flax seed has advanced this week in sympathy with other grain, and the Argentine market is also showing firmness. Whether prices will maintain this advance or weaken again is uncertain, but more inquiries have been reported for oil this week and the demand has shown an increase.

Quotations are the following:

	Raw.	Boiled.
1 to 2 barrels gal.	1 00	1 03
3 to 5 barrels, gal.	0 99	1 02
6 to 9 barrels, gal.	0 97	1 00

Less quantities add 15 cents per gallon.

Turpentine Down 5 Cents

Toronto.

A better feeling is reported in this market this week and inquiries and sales are showing an improvement. There is also a better tone to southern markets and quotations are 5 cents lower.

Prices are unchanged here as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 12
5 gal. lots	1 30

Imperial Varnish and Color Co. Social

The employees of the Imperial Varnish and Color Co., Toronto, held a social evening at the Community Hall, Carlaw Ave., this week, when dancing and card playing was indulged in.

BUILDING A BRANCH HARDWARE BUSINESS

(Continued from page 39)

that since rceently adding wallpaper to the stock this line has had a good sale. A feature of trade in this line is that many hundred yards of border alone have been sold to be used along with the application of wall finishes. A close link can also be formed between the wallpaper and the paint department for oftentimes customers contemplating redecoration of their homes will also be prospects for paints and varnishes and vice versa. Easels are used to show samples of the various designs carried in stock.

Use Backs of Show Windows

The backs of the show windows instead of representing waste room, are utilized for display purposes as shown in the picture. These doors are ten in number and though they are used for display purposes they can be opened readily to permit goods being taken out of any part of the window quickly.

In handling the store staff one of the important points to keep in mind is the education of every salesman to a knowledge of the goods and an appreciation of the value of giving service to customers on every occasion. To help achieve this end short weekly meetings are held after the closing hour every Monday night. Personal salesmanship is discussed and short talks on the special features of new goods recently added to stock are given.

Fred J. Mills is store manager and he has a most capable staff in Messrs. J. H. White, Allan Lee, Albert Whiteside, J. Seymour, Fraser Thomas and Judson Edwards.

THE PROPOSED TAX ON TURNOVER

(Continued from page 51)

signment and allow them to sell as his agent thus avoiding the tax? Assistant Secretary of the Treasury Leffingwell, in recently commenting on the difficulty of estimating the yield of the turnover tax, well said that such a tax would in five years revolutionize present methods of doing business, because means of getting around the intermediate turnover tax could be devised and put into effect. Can business men look with equanimity upon a temporary tax which may change business practices that have proved their economic soundness by surviving the stress of competition,

The Tax Committee of the National Industrial Conference Board recommends that the excess profits tax should be repealed, that surtaxes on personal income should be reduced; and proposes to raise this revenue partly by an increase in the corporation income tax, which is fair if the excess profits tax is to be abolished; partly by increases in the present documentary stamp taxes, and the remainder by increases in customs duties, accompanied if necessary by sales taxes on commodities, which, while not absolute necessities, are of such widespread and general use, so well established in their distribution, and the demand for which is so constant, that none of these qualities would be adversely affected by the imposition of the tax.

The committee feels it is better to select such commodities intelligently than to levy a general tax without knowledge or investigation of the effect or the practicability of collecting such a tax. Such a tax would be levied at some one point in the progress of the commodity from the raw material to the consumer, but would not be a turnover tax or a tax on the final sale of every commodity which it would be impractical to collect. It would be better for business men to unite on a practicable, conservative programme for changes in our revenue laws which have a fair chance of accomplishment than to seek for such a panacea as a general sales tax, which is uncertain and unjust.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG MEDICINE HAT CALGARY EDMONTON VANCOUVER

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Beneh, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75
Cut Lace Leather, lb. $2.25-$2.50.

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	13-16	$12.00
4-16	5.00	10-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 17½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 30%.
Irwin Car Bits, add 22½ per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE

No. 3, dozen	$ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	$13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list). ⅜ in. dia. and smaller, 6 in. and shorter, 15 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.
Carriage Bolts ($1 list). 7-16 in. dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller. 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.
Machine Bolts. 7-16 in. dia. and larger, 5 per cent.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 20 per cent.
Square Head Blank Bolts, 5%.
Bolt Ends, 5 per cent.
Plow Bolts, 1, 2, 3 head, 15%.
Plow Bolts, others, net extra, 20%.
Elevator Bolts, large head, net list.
Elevator Bolts, corrugated heads, 30 per cent.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Tire Bolts, 40 per cent.
Stove Bolts, 57½ per cent.
Nuts, 2 in., and smaller, square blank, add to list, $2.00.
Nuts, 2 in., and smaller, square tapped, add to list, $2.50.
Nuts, 2 in. and smaller, hexagon—blank, add to list, $2.25.
Nuts, 2 in. and smaller, hexagon tapped, add to list, $2.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump Crystal Borax, lb. 11c-12c

F. O. B., Montreal, London, Toronto

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

Wrought Steel—	
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.10 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINES REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 inch	$24 00	$
¼ inch	21 70	
5-16 inch	18 20	19 40
⅜ inch	13 85	16 55
7-16 inch	13 50	16 15
½ inch	13 15	15 75
⅝ inch	12 60	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
⅛ in.	$22 30	$
3-16 in.	18 65	24 25
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list. plus 25%; dog chains, add 20%; halter chains, add 20%; tie-out out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 38	
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 48
Tubing, lb.	0 49	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs. ,52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
2 ft. x 7, doz. .....
Prices withdrawn.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank, List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10

Look Us Up At The Convention



We desire every hardware man attending the big convention at Hamilton to look upon this as a personal invitation to visit the Martin-Senour booth in the Exhibition Hall, Armouries Bldg., James St. N.

We are keenly desirous of meeting you all. Even though you may not be directly interested in

MARTIN-SENOUR
100% Pure Paint and Varnishes

or in our attractive agency offer, we shall appreciate a call and will endeavor to make your visit both pleasant and profitable.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER **MONTREAL** TORONTO HALIFAX

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, 20% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 26	0 36
C	0 17	0 26

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE
Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL Doz.

No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)
All hickory handles, list, plus 85%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List

Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	16 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING
No. 200, per doz. $2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 80
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch		$1 10
4-inch	1 21	1 32
5-inch	1 43	1 54
6-inch	1 65	1 87

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

24 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric
Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each

Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 00
Universal—	
No. 4, dozen	30 75
No. 8, dozen	40 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	18 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.20 base; Toronto, $5.10.

F.O B. Montreal, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed,

Sault Ste. Marie, Port Arthur, Fort William, base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

TRADE
ELASTICA
MARK.

PAINTS AND VARNISHES

Visit Our Booth
At The Hardware Convention

In order to avail ourselves of the opportunity that the Convention offers of meeting our numerous friends in the trade, we have arranged to open a booth in the Exhibition Hall, Armouries Building, James St. N.

A cordial welcome awaits you. If you are directly associated with us in the distribution of International Paints and Varnishes we shall be glad to greet you as "one of the family."

Drop in and see us anyway. Our displays will interest you and it will be a pleasure to furnish you with every possible information and advice concerning paint and varnish selling.

INTERNATIONAL VARNISH CO. LIMITED.

MONTREAL
WINNIPEG
TORONTO
HALIFAX
VANCOUVER

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 linear yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 60
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2069	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers' (spun)	9 25

Less 10 per cent.

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 56.1
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch.	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	5 10
Imp. brand Sheathing	$7 75	
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	....	....
3 in..	58 52	72 29	....	....
3½ in..	74 06	90 62	....	....
4 in..	87 75	107 37	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN

Prices only nominal

	Per box Tor.	Mont.
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 15 2 15
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 8-13 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 55
Do., 5-32 in.	0 54
Do., 3-16 in.	0 51
Do., ¼ in. and up	0 50

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	8 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount: standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

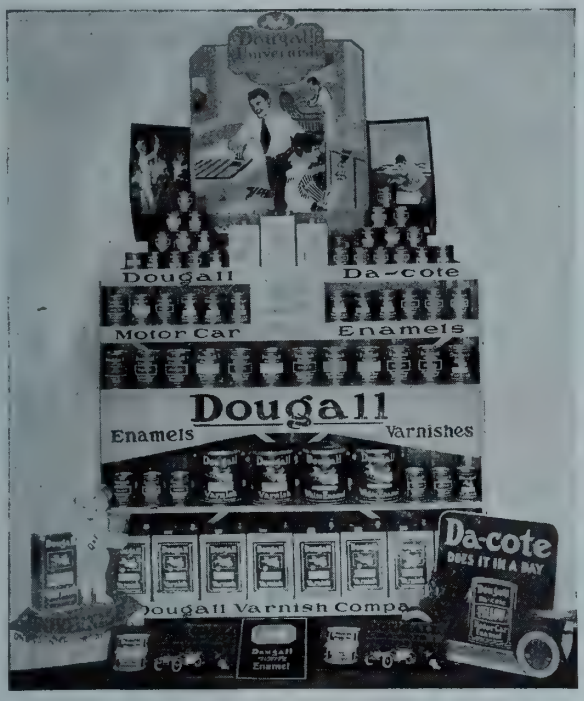
SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

STEWART & WOOD LIMITED

Distributors of the Better Grades of Paint and Paint Products for the Better Class of Trade



This Display Stand

Loaned without charge to merchants selling Dougall Varnishes.

Gives you a complete, compact and attractive Varnish department. Place it in a suitable location in your store and you will find your Varnish sales more than doubled.

It will pay you to ask for full details of this remarkable silent salesman. Write to-day.



CROWN DIAMOND LIQUID PAINT

Based on a formula which has successfully passed the most severe tests, both physical and chemical. A thoroughly Canadian paint made to endure and give lasting satisfaction. There are many interesting selling advantages—that mean more profit to you. Write and ask us about them.

At the Hamilton Convention, February 14th to 17th, you will find us located at Booths 6 and 7. Come and visit us. You will find an exceptional display of the Better Grades of Paints and Paint Products that will make your visit worth while.

STEWART & WOOD LIMITED

82-84 YORK STREET, TORONTO

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

Queen's Hd. Fleur-de-lis

28 gauge ...
26 gauge ...
24 gauge ...
22 gauge ...
20 gauge ...
18 and 20 ga.

Prices only nominal.

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear...	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.

1921 prices not yet issued.

500 feet	....
550 feet	....
600 feet	....
650 feet	....

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 58

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $17.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 25 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 20
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30

Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.

Prices subject to change without notice and distinctly nominal.

Coil springs on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 298

GALVANIZED CANADA PLATES

We can furnish promptly 18" x 24" Plates in bundles of 56 or 60 per 112 lbs.

Soft, workable stock thoroughly and uniformly coated.

Made-in-Canada
The Price is Right
Immediate Delivery

DOMINION SHEET METAL CORPORATION, LTD.
HAMILTON



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
S-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	-50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 65
101 to 105		65 35
106 to 110		73 10

Discount box glass, Toronto 60%; London, 60%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80		27 00
81 to 84		34 00
85 to 90		36 50
91 to 94		37.25
95 to 100		43.75

Discount box glass, Montreal 33 1-3%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
I.V. Perfection	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb. 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	18 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 20
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50

H., T. & A. Co.'s Creosote Oil—	
Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$5 75	$5 00
Gal. jugs	6 00	5 25

F.O.B Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 18
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 85
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE
Cream, Polishing 0 22

WHITE

XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 [illegible]
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45

F.o.b. Montreal and Toronto

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL Per gal
In five gallons $2 75
Methylated Spirits 1 90-2 55
F.o.b. Montreal, Toronto, London



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

Window S Glass

Also Plate, Figured, Bent, and Ornamental Glass

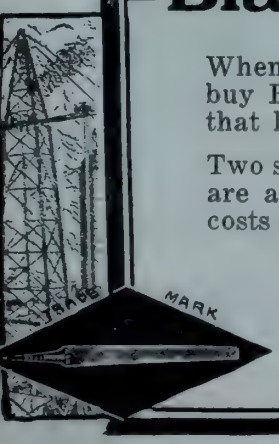
RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps			$ 7 00
22 Short		$10 00	10 70
22 S. Mush.			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L.D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
25/20			70 00
25 Colt Auto.			55 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen

3/16	$6 00	16/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.
base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.
BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 47%; over 6 in., 40%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double" 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 42
3 x 3 in.	0 43
3½ x 3½ in.	0 45
4 x 4 in.	0 56
4½ x 4½ in.	0 82
5 x 5 in.	1 40

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ..... $10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 71½ lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank ... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$10 00	
26 to 40-in.	12 15	18 35
41 to 50-in	13 10	19 80
51 to 60-in.	13 50	20 40
61 to 70-in.	14 00	21 15

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	**Doz.**
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs.. $20.25 per cwt.

HINGES—Net prices.
Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.
Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in, $2.10; 10 in., $2.75.
Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.
Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.
Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.
Corrugated Tee—4 in, $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.
Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $14.

LEAD WASTE, $13.86.

WHITE LEAD
Decorators' pure, 100-lb. tins, $18.10.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS
Wire, f.o.b. Fort William, $6.30 base; Winnipeg, $6.95. Cut, f.ob. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver Stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile D and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	5 20
Senour's Floor	4 35
M.S. Neutone, White	4 00
M.S. Neutone, Colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Steel Galv.
Buttweld,		
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 30%; copper. No. 8, 50c; No. 10, 54c; No. 12, 58c.

ROPE
British Manila—¼ in., 5-16 in., 25½c; ⅜ in., 25c; 7-16 in., ½ in., 9-16 in., 24½c; ⅝ in., 24c; ¾ in. and larger, 23½c.
Pure Manila.—¼ in., 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ in., 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.
Sisal—¼ in., 5-16 in., 23¼c; ⅜ in., 22¾c; 7-16 in., ½ in., 9-16 in., 22¼c; ⅝ in., 21¾c; ¾ in. and larger, 21¼c.
Lath yarn, 21¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 55
½	0 43	7 55	0 43	7 55
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.
Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00
F.O.B. jobbers' warehouses, Winnipeg.	

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.55; Fort William, $7.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in.	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13
Above lines subject to trade discount for quantity.	

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $5.85 Winnipeg; Glidden Cattle, 2-pt., $5.65 Winnipeg; Baker, 2-pt., $5.55, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.
Patented screen in 100-ft. rolls. $3 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.20; No. 10, $7.20; No. 12, $7.40; No. 14, $7.70; No. 15, $7.95; No. 16, $8.40 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	— Dozen— Black	N. P
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Ese	82 50
Regent	76 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

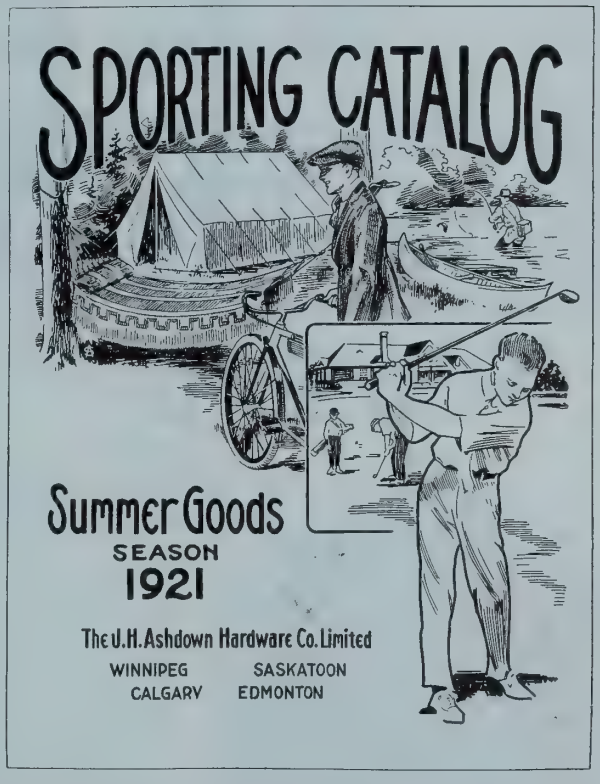
The Largest Wholesale Hardware Dealers in Canada

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Sporting Goods

Summer Catalogue

THE Summer Sporting Goods Catalog for season 1921 is ready for distribution. We carry the most complete line of summer sporting goods in Canada. We can supply equipment for all Canadian sports, and can furnish the hardwareman with many striking and profitable lines in reliable Sporting Goods. All over Canada dealers have increased their business with Ashdown Sporting Goods.



The price list accompanying this catalog is approximately correct at the date of issue, but owing to the constant fluctuation of market prices it is subject to change without notice. Only such changes in prices and lists will be made during the season as are absolutely necessary, and we assure you that we will give you the advantage of a decline as quickly as a change in advance. We expect to issue corrected lists monthly during the season.

Everything for

Baseball Canoes Boats Golf Fishing Cricket
Lacrosse Football Tennis Bowling Camping Bicycles

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

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WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

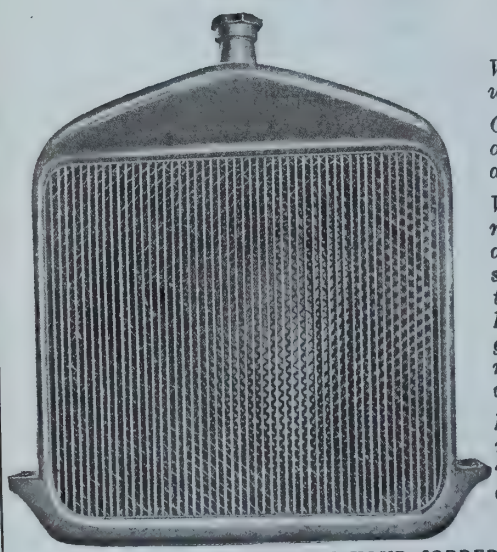
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

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Will not burst when frozen.

Guaranteed against frost and all defects.

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If jobber cannot supply you, write to us direct.

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Overheating Is Impossible
with a
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Latest Models $45.00 Old Models $48.00

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Guarantee Sheet Metal & Roofing Company
478 Portage Avenue, Winnipeg



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Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

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Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

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Winnipeg, Man.

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Canadian Sales Agents

A. G. & A. L. Brown & Co., Montreal



THE PROGRESSIVE MANUFACTURING C)
Torrington, Conn., U.S.A.

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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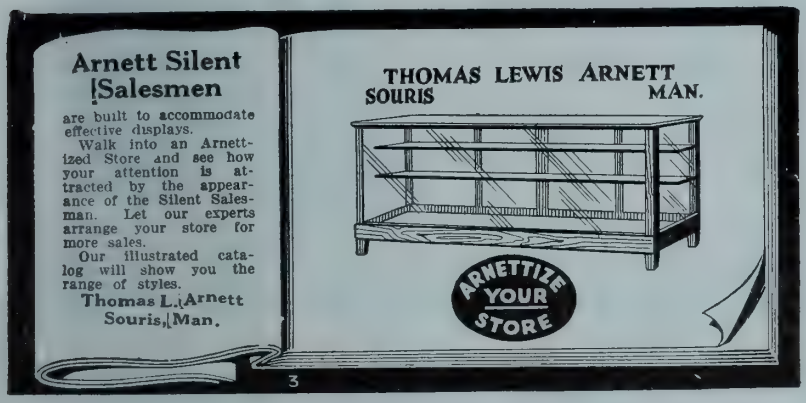
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are built to accommodate effective displays.

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Our illustrated catalog will show you the range of styles.

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RELIABLE



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This seasonable suggestion will fall right in line with your plans for a greater 1921 business. The design is effective and attracts favorable attention from prospects. The powerful leverage, convenient handle, and spring return feature are very convincing to practical orchard men, and the many other buyers of these efficient pruners. The firm, steady, "one-bite" cut closes sales; it is what your customers want. Don't overlook "T. F." Lawnmowers and Cobbler Outfits, Household Combination Outfits, Farmers' Combination Outfits, Cobblers' Sets, Shoe Holders, Cobblers' Fittings, etc.; suitably packed and fully assorted. Write for Prices and Details.

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If interested tear out this page and place with letters to be answered.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

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Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

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Northern Electric Co, Ltd., Montreal.
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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Canadian National Carbon Co., Toronto.
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Rock Island Mfg. Co., Chicago, Ill.
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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
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Wood Vallance Ltd., Winnipeg, Man.

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Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
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Canadian National Carbon Co., Ltd., Toronto.

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Landers, Frary & Clarke, New Britain, Conn.

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Bibbs, Basin and Bath Cocks, Fuller
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Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Toronto Lock Mfg. Co., Toronto.

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Bolts, Railway
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Laidlaw Bale Tie Co., Hamilton.
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Stanley Works, The, New Britain, Conn.

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Taylor-Forbes Co., Guelph, Ont.

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Caverhill, Learmont & Co., Montreal.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Braces
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Millers Falls Company, Millers Falls, Mass.
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Vaughan & Bushnell, Chicago, Ill.

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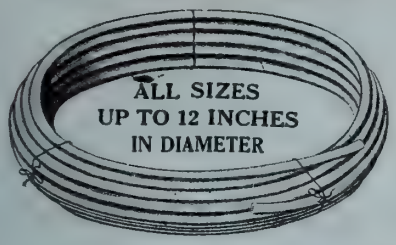
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ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



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The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings. Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland. Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

We are Judged by Our PERFORMANCE Not Our INTENTION

To the Delegates of
The Ontario Retail Hardware Merchants' Convention

LOWE BROTHERS LIMITED need no introduction to you as regards their reputation in respect of Goods, Principle or Policy.

What *you* are *immediately* interested in is WHAT they DO to interpret their policy into "sales"—how they co-operate to MOVE the goods off your shelves.

The *Merits* of Lowe Brothers' Selling Service—Advertising—and Promotion work—and how the system operates to your profit, is told eloquently during your convention, by the proposition itself, on exhibit at BOOTH 15.

We cordially invite you to visit our representative, who extends a hearty welcome and invites inquiries.

That your convention will be a source of many profitable ideas, and that it may be but the advent of a very prosperous season for "High Standard" Dealers, as well as their competitors, is the wish of

Lowe Brothers, Limited.

PAINTS and VARNISHES

Toronto - - Canada

MACKENZIE BROTHERS, Limited

Distributors - Winnipeg, Calgary

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Amett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Little Visits

Beatty Bros. Limited Bulletin

With BT Dealers



Mr. Drury (in cap) and our Special Time Saver Salesman, Mr. H. F. Harper, conducting a very successful demonstration in front of the store—154 Oakwood Avenue, Toronto.



Window cards and a good display of machines are two favorite ideas of Mr. Drury's. He believes in stocking at least half a dozen machines.



The black garment hanging on the line is an old pair of Mr. Drury's overalls. He used them for—we'd hate to say how long—cleaning the car. He figured if the Time Saver would wash them it would wash anything. It did the job all right!

"Meet Mr. E. A. Drury—"

Mr. Drury is the man with his hands in his pockets on the right-hand side of our top photograph.

It's anything but a characteristic pose for Mr. Drury! His long suit is hustle and getting after the business!

The Demonstration shown in our photograph is an instance! When Fate sent Mr. Drury a fine large picture theatre right across the road he believed he ought to take advantage of it, so he holds his demonstrations right on the sidewalk in front of his store, and he surely gets the business.

Guessing contests, selling contests for the boys of the neighborhood, show cards, slides and dodgers, are all part of Mr. Drury's method of selling the Time Saver Electric Washer! He also believes that a good stock of machines does a lot to stimulate sales—it shows there's "something doing."

It would be pretty safe to say that there are not many homes in North Toronto who have not heard of the Time Saver. Mr. Drury does not believe in waiting for business to come to him—he gets out after it.

The result is that he has taken 83 Time Savers in a little over a year and is still going strong.

Time Saver Season Is Coming

The Time Saver is a boon in the hot weather. It makes a splendid and useful Christmas gift—but its real big opportunity is during spring housecleaning.

That's when the housewife needs an Electric Washer—when there are lots of curtains, bedding, couch covers and so on to wash. That's when it pays to display the Time Saver, hold demonstrations, and go after this profitable trade.

Do you realize how soon housecleaning time will be here? Easter is early and Mrs. Housewife will be starting mighty soon.

Get details of the help we can give you in selling—a card will bring them.

Have a good stock of Time Savers on hand—for Time Saver Season will soon be here!

Remember—The Time Saver washes and wrings faster than any other machine.

That's why we call it

"Time Saver"

BEATTY BROS. LIMITED

Fergus, Ont. Winnipeg London, Ont. Edmonton

TIME SAVER ELECTRIC WASHER AND WRINGER

Montreal Vancouver St. John London, Eng.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich
The Peck, Stow & Wilcox Co., Southington, Conn

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Barrett Roofings, Cements Industrial Paints etc.

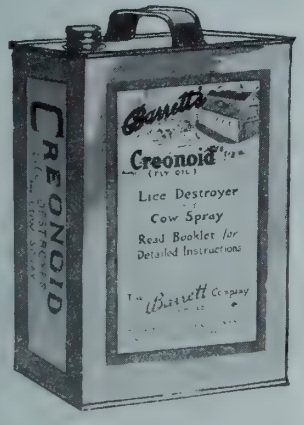
Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand which will be created for you.



Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallon cans (12 to the case), 5-gallon cans, ½ barrels and barrels.



WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co. Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire & Iron Works Co., Ltd., London

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Toronto.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

A Fact

Tell a customer in your store you haven't in stock what she wants, and you give your opposition a good account. Plan ahead—keep well-assorted and ample stocks.



O-Cedar Polish

REG CAN PAT OFFICE

O-CEDAR Mops
Liquid Veneer
Polishes and Mops

Also see to it that your garden tools are ordered now.

SPRING HOUSECLEANING TIME WILL SOON BE HERE



Mop Wringers
Self-Wringing Mops
Cotton Mops
Mop Cloths
Mop Sticks

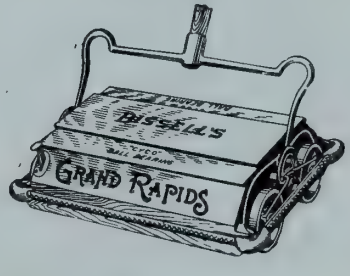
Bissell Sweepers

"Grand Rapids"
(Nic. and Jap.)

"Universal"
(Nic. and Jap.)

Order a Bissell's "Bluebird" Window Display. A bright, cheery window display stimulates business and increases your sales.

These displays are yours for the asking.



Watch for our Traveller or write direct.

CAVERHILL, LEARMONT CO.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.

Perforated Sheet Metals
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., On

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

"WELLWORTH"



Aluminum Self-Basting Roaster

Three New
and
Distinctive Features

1—Double roll on cover bead, absolutely preventing collection of filth in this dangerous spot.
2—Cast aluminum—unique design—handles.
3—Flat top handle which does away with annoyance of old style Roly-Poly covers. This cover stays where you place it and can be used as a mixing bowl.

Made of heavy 99% pure sheet aluminum and has the famous "Wellworth" polish.
Can be retailed at $5.00.
No. 612, 12½ x 7", 6 quarts.

WENTWORTH MFG. CO.
HAMILTON, CANADA

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

Domsteel Wire Products

"From Ore to Finished Product"

Barb, Coiled Spring, Galvanized.

WIRE— Bright, Annealed, Nail and Rivet Wire, Oiled and Annealed.

WIRE RODS— Nail and Rivet quality.

WIRE NAILS— Of all varieties. All standard and special gauges, including Large Head Felt Roofing Nails.

STAPLES— Bright and Galvanized.

DOMINION IRON & STEEL COMPANY, LIMITED

Works: Sydney, N.S.
General Sales Office: 112 St. James Street, Montreal
Sales Offices: Sydney St. John Montreal

Stocks: Sydney, St. John and Montreal

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

BEFORE THE ADVENT

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HARDWARE AND METAL is the only hardware publication in Canada that has become a member of the Audit Bureau of Circulations.

THE BUYERS' GUIDE

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Gauze
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Hamilton, Ont

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. P. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

BURLAP

No. 3 of a Series

Work Up a "Prospect" List:

Cost of sending strong sales letter to prospects small as compared with results.

Here's a Sample Letter that ought to pull:

Mr. John Smith,
Smithville.

Dear Mr. Smith:

For that new building you intend erecting this year we have a decorative wall covering that will give you satisfaction in every sense of the word. It is Decorative, Sanitary, Wall Burlap.

This burlap is made of the strong, tough, selected fibre of jute—grown in far-away India. Natives that are expert in separating these fibres take great care not to injure the stalk. This means that the resultant burlap—later woven in the big mills in Scotland—is tough and durable.

When received in huge bales, the Canadian manufacturer impregnates this burlap with germ-killing linseed oil and selected pigments. The resultant product is called oil-coated burlap and you may have a choice of three shades—white, drab or green. These are really "ground" colors over which you may secure any desired tint in flat, glossy or varnished effect, and at moderate cost. For these burlaps are lower in price than for several years.

Applied same as wall paper. Come in to-day, or to-morrow, and talk over your wall-covering needs with us. You will be surprised with the comfort, appearance and all-round satisfaction these burlaps impart; they are ideal for any and every wall and you have no falling plaster problems when this is used.

Yours very truly,

DOMINION OILCLOTH & LINOLEUM CO LIMITED MONTREAL

NOT TOO SOON TO START TO-DAY—EARLY ACTION COUNTS

Dominion Oilcloth & Linoleum Co., Limited

Montreal Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade, paving the way for the salesmen, lubricating your whole distribution system and creating friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.



Next, invite the Painters to a Wausau "Pow-Wow" in Your Store.

Tell them that old "Chief Ruff-Stuff" is holding a painters' pow-wow in your store and has some interesting things to tell, about—

Wausau Flint Paper

Fix up your window with a display of Wausau sandpaper and all other painters' supplies you sell.

Put the striking "Chief Ruff-Stuff" poster in the center, and use our catchy "Snappy Sayings" cards, changing the cards each day during the pow-wow.

Such an event, properly advertised in your windows, in your newspaper ads, and by mail, to all the painters in town—will crowd your store with these men and their families.



Our Book — Sandpaper Sales Tips—will give you and your clerks valuable tips on making "Ruff-Stuff" a trade pulling magnet. Ask us for free copies for all your salesmen.

WAUSAU ABRASIVES COMPANY
114 So. Clinton Street, Chicago, Ill.

CANADIAN DISTRIBUTORS: Please communicate with us, in reference to handling our complete line of abrasives in the territory which you are able to cover intensively

HORSE BLANKETS

Imperial Brand

New Patterns

Jute, Duck and Kersey

These blankets are right up to standard in material and workmanship and are well finished in every detail. The high quality of the lining this year, and the new patterns in Jute, Duck and Kersey, will make these old favorites even more popular. Imperial Brand Blankets have always been good sellers, as farmers and horsemen know them and believe in their quality, so **order early.** Our travellers are on the way to you.

It's Easy to Sell

HORSE BLANKETS

Imperial Brand

New Patterns

Samuel Trees & Co., Ltd.

Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington Street East, Toronto

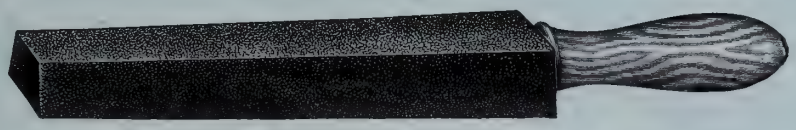
Mill: Whitby, Ontario

If interested tear out this page and place with letters to be answered.



Be Sure to Display Hart Mower Files

They Are Backed by 34 Years' Experience



34 years' experience in the manufacture of abrasive products has placed us in a position to offer you a Mower File second to none.

There is a constantly growing demand for Hart Mower Files, the farmers' friend. Are you prepared to meet this demand?

If it is a Hart, it is 100% Canadian. Keep your money at home. In demanding Hart products your return is three-fold—Future Prosperity for Canada; Hart Service; Hart Quality.

Ask Your Supply House or Write Us Direct.

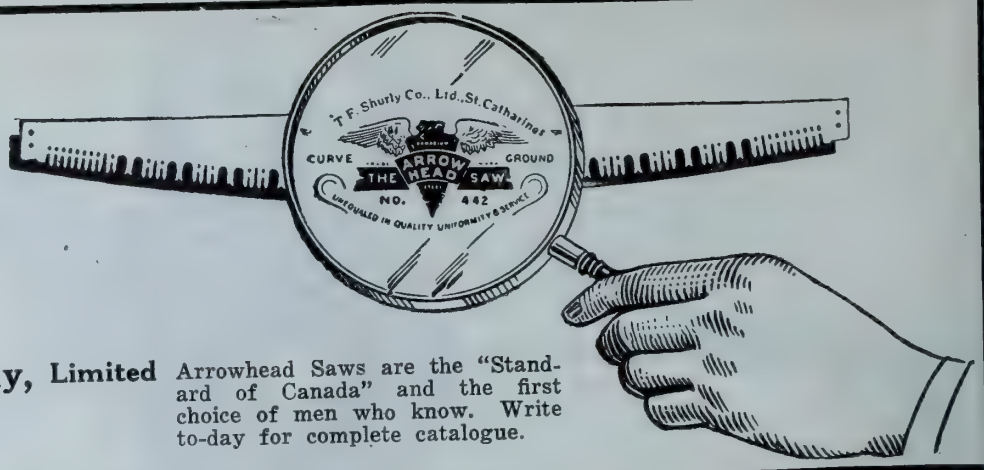
Canadian Hart Products Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

COLLINS GUARANTEED SPRAYERS



Compressed Air Sprayer

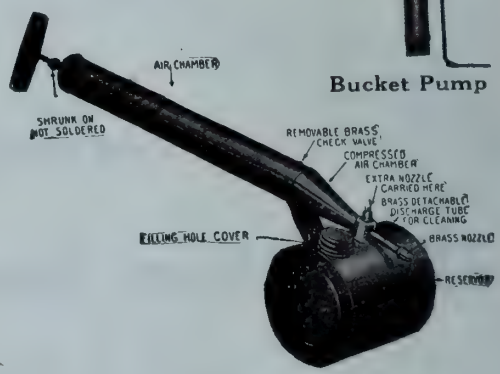
Ask for new Catalog illustrating a complete line of Spray Pumps and Poultry Supplies. We have a large range of Poultry Hoppers and Founts to choose from. Our prices are right and everything guaranteed.

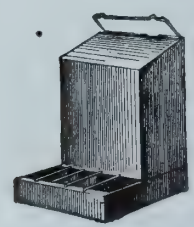


Bucket Pump

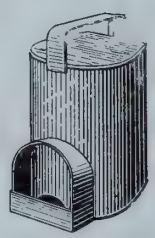


Crown Sprayer









Poultry Supplies Are Good Winter Specialties.

Ask your Jobber, or from

THE COLLINS MFG. CO. -- 331 Symington Ave., Toronto

If interested tear out this page and place with letters to be answered.

Morrison Valves



Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West TORONTO, ONT.

"Alston" Hack Saw Blades



The Only Flexible Hack Saw Blade That

"Will Not Break in Service"

Do not confuse the Alston Flexible Blade with the air-hardened flexible blades offered by the market as non-breakable. A comparative test will convince you that no sacrifice of cutting has been made to get the tough or flexible quality of Alston saws.

The "Will not break in service" type of saw is the greatest economy offered in hack saws to-day.

Just the blade for all light power and hand frame work.

A few words in regard to the Alston power blade.

You are not experimenting when you order the Alston hack saws.

Made of the best steel, special heat treated process and tempering leaves the Alston saws free of strains and brittleness.

Ask Us to Mail Catalogue

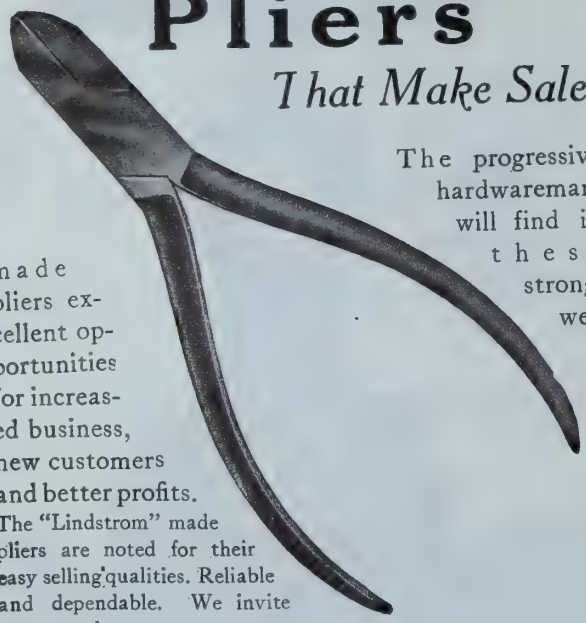
Leading Wholesalers Will Supply You

Challenge Cutlery Corporation
Bridgeport, Conn.

Jas. Gerard Kerr
411 St. Nicholas Bldg., Montreal, Canada

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Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom
SWEDEN

Lit With a Scratch of a Match!

Sell on sight. These Lamps and Lanterns are guaranteed to generate and light with a match. Three pints common gasoline (one filling) give 15 hours' continuous radiant pure white light, equal to 20 ordinary coal-oil lamps or lanterns.

"NULITE" Lamps and Lanterns

are minus wick, chimney, smoke, smell, grease, trouble or danger. Every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter in your community needs either or both. Put both in stock—and see how fast they sell.

For prices, write your jobber or us.

Ask for Catalogue No. 29—Fully Illustrated in Colors.

National Stamping & Electric Works
Chicago, U.S.A.



Better Because of the War!

For years our plant was under Government control. Every effort of our employees was centred on shell making.

Into every man in our employ was drilled the necessity of hair's-breadth accuracy.

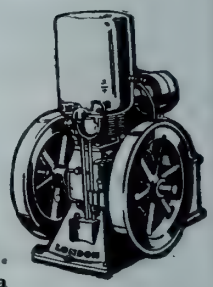
Now that their efforts are again centred on the

LONDON ENGINE

The same attention to accuracy that was developed in war time is carried out by the experts retained in our employ.

The London Engine is as perfect as the shells that helped win the war.

Dealers! Write for booklets.



London Gas Power Co., Ltd.
29 York St. London, Canada

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulation.

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Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

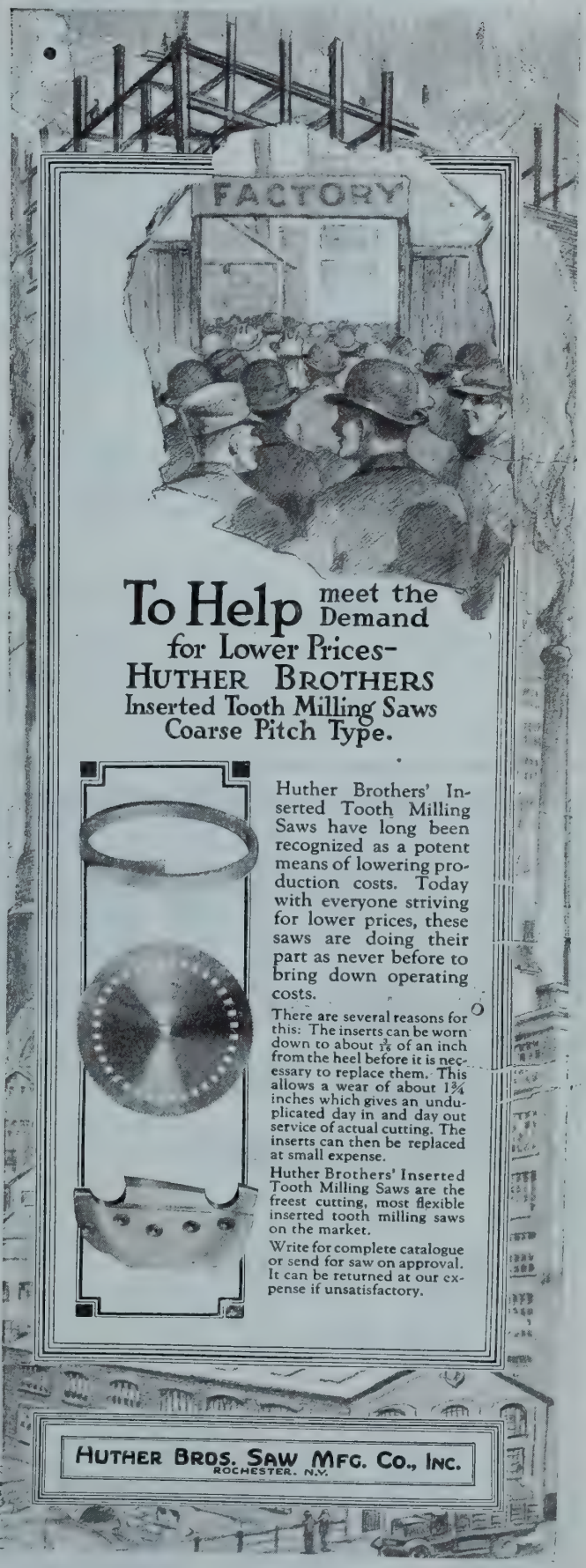
(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.





North Bros. Mfg. Co.

PHILADELPHIA - PA.



To Help meet the Demand for Lower Prices—

HUTHER BROTHERS

Inserted Tooth Milling Saws Coarse Pitch Type.

Huther Brothers' Inserted Tooth Milling Saws have long been recognized as a potent means of lowering production costs. Today with everyone striving for lower prices, these saws are doing their part as never before to bring down operating costs.

There are several reasons for this: The inserts can be worn down to about $\frac{3}{16}$ of an inch from the heel before it is necessary to replace them. This allows a wear of about $1\frac{3}{4}$ inches which gives an unduplicated day in and day out service of actual cutting. The inserts can then be replaced at small expense.

Huther Brothers' Inserted Tooth Milling Saws are the freest cutting, most flexible inserted tooth milling saws on the market.

Write for complete catalogue or send for saw on approval. It can be returned at our expense if unsatisfactory.

HUTHER BROS. SAW MFG. CO., INC.
ROCHESTER, N.Y.

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BUILDERS' AND ARCHITECTS' HARDWARE



DOOR KNOBS

Threaded Spindles

POLISHED BRASS

No. 8133 x 2¼"

CHINA No. 5367 x 2¼"

CANADIAN MOUNTINGS and SPINDLES

FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM ENGLAND

Canadian Agent
S. Davies, Box 431, Weston, Ont.

Facts on the Quality Line *for* 1921 Selling



The "Phoenix" and "Quality" Screw Drivers are making reputations for themselves with the men who buy screw drivers. Our No. 20 should be on your shelves where your customers will see it.

The blade cannot turn in the handle. The point will "stand up"—each one is tested. One solid piece of steel the whole length. Specially treated for greatest strength and durability.

Handles Black Rubberoid.

Retails at popular prices, and there is a nice profit for those who sell them.

Blades are 2, 3, 4, 5, 6, 7, 8, and 10 inches.



Every One Guaranteed Ask your jobber

QUALITY TOOL WORKS LIMITED
MONTREAL
Selling Representatives (Except for Quebec):
RICHARDSON & BUREAU, MONTREAL

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

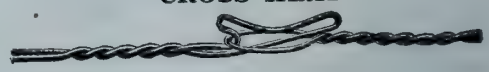
Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP



CROSS HEAD



The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:
Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Quebec
M. Bryan, 24 Aldgate, London, England

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TANKS



Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.



Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA



Stock this Mayhew *Bit Extension*



Your customers need this Mayhew Bit Extension—the most nearly perfect on the market.

The forged steel jaws completely close on the shank of the bit. A flexible connection between jaws and shank of the extension insures centering the bit. Sleeve runs on a quick-acting multiple thread. Extension will follow a 5/8" hole. Made in all lengths from 12" to 36".

Regular Mayhew quality. Meets a definite demand. It should be in *your* store.

At your jobber's—or

MAYHEW

"Every blow of the hammer refines the steel"

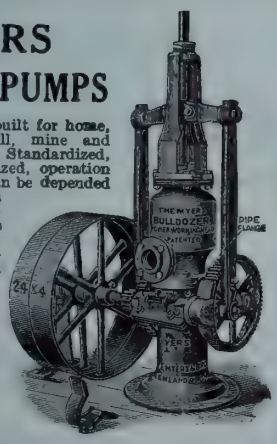
MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York
Campbell Agencies: McKinnon Bldg., Toronto, Can.

MAYHEW MADE TOOLS
ARE RIGHT

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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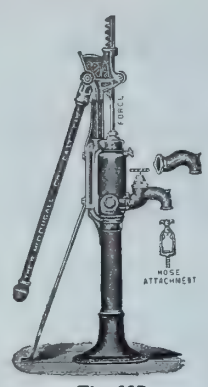


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNIMECO
MADE IN CANADA
WROUGHT WASHERS



Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.
Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

OAKEY'S "WELLINGTON" KNIFE POLISH



The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1 Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

Bolts
Nuts
Rivets
Spikes
Wire Nails
Twisted Steel for Reinforcing

Fence Staples
Wood Screws
Fine Wires
Wrought Pipe
Nipples

Smooth Steel Wires
Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

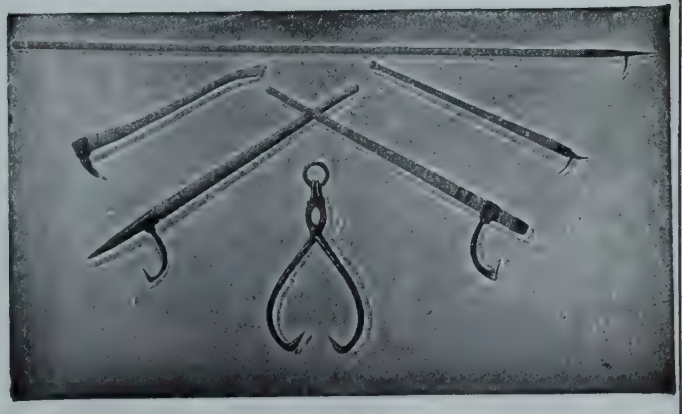
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



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OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HEAVY SLEDGES



No. 75 No. 85

This is our "pet" line. We have an output of 2,500 a day and are proud of every one of them.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.

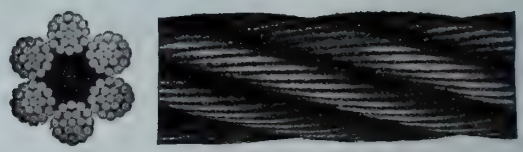
Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE 

Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
London Liverpool Cardiff, Etc.
Canadian Representative:
Wm. J. Brown, 117 Youville Square - - - Montreal, Que.
Stocks carried in all sizes TEL. No. MAIN 2387

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

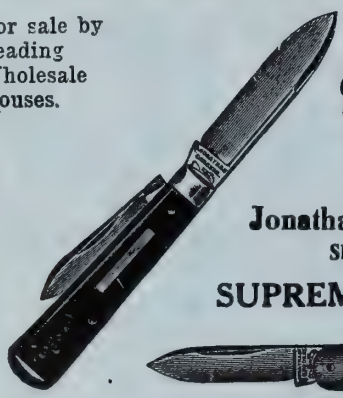
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

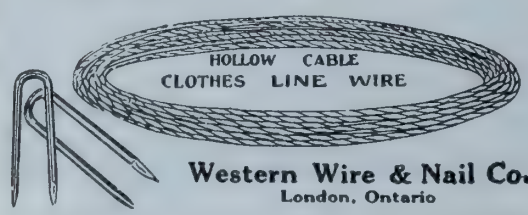
SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



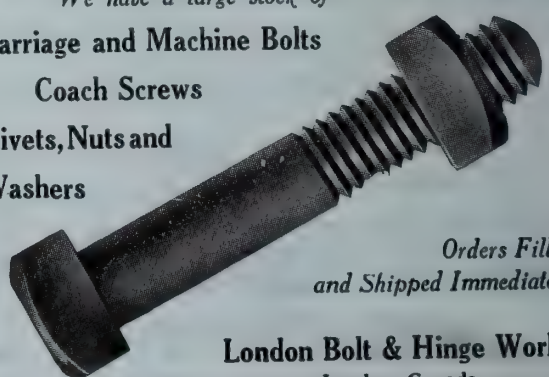
Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

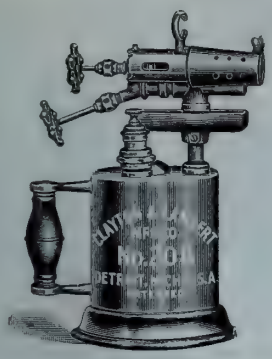
We have a large stock of
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

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No. 208 TORCH
List Price Each $16.00.
Ask for Discount.

THE WONDER KEROSENE OR GASOLINE BURNER
is supplied on the No. 208 Torch

The result of many years' careful work and experiments. We never experiment at our users' expense. Examine this Burner carefully. It is covered by Patents and is truly a **Wonderful Burner.** Produces hotter flame and uses less fuel than other makes. **No sharp-pointed needles** are used and burners cannot be injured by closing the needles. Jobbers supply at factory prices. Booklet free.

Clayton & Lambert Mfg. Co.,
10615 Knodell Ave.
DETROIT, MICH., U.S.A.



IMPERIAL SOLDERING PASTE
for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Stove

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application.

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

DROP FORGINGS

Medium or light of any description, from 8 lbs. in weight down to the smallest.

Our modern equipment and skilled organization enable us to guarantee satisfactory quality and service.

We solicit your enquiries with drawings or samples, for our prompt quotations.

The STEEL COMPANY OF CANADA, Limited
HAMILTON TORONTO MONTREAL

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — FIVE-YEAR EXPERIENCED RETAIL hardware salesmen, give full experience, where employed and salary to start. Mills Hardware Co., Hamilton.

EXPERIENCED HARDWARE SALESMAN TO sell production of three factories to wholesalers only, a good proposition for business-getter. Write Campbell Agencies, 23 Richmond Bldg., Toronto.

WANTED—EXPERIENCED TRAVELLER FOR Eastern Ontario for line of aluminum ware. Commission basis. Give full particulars. Box 39, Hardware and Metal.

SITUATIONS WANTED

FIRST-CLASS HARDWARE SALESMAN, 23 years old, single, nine years' thorough experience, seeks position with progressive Western or Ontario firm. Box 44, Hardware and Metal.

TINSMITH — GOOD FURNACE MAN WITH eighteen years' experience in general work with fair knowledge of plumbing, desires position in Manitoba or Saskatchewan. Apply Box 83, Hardware and Metal.

FIRST-CLASS TINSMITH ON ALL CLASSES of sheet metal and furnace work. Capable of taking charge of shop and figuring work. Box 41, Hardware and Metal.

HARDWARE SALESMAN WITH FOURTEEN years' experience open for engagement—retail or wholesale. Excellent references. Box 14, Hardware and Metal.

YOUNG MARRIED MAN, AGE 25, OPEN FOR position until April 1st, having 8 years' wholesale and retail hardware experience; ambitious, strong and healthy; not afraid of work. Best of references. Box 75, Hardware and Metal.

HARDWARE SALESMAN, YOUNG MAN, both city and country experience, references, open for engagement in Saskatchewan or Alberta. Box 205, Hardware and Metal.

OPEN FOR POSITION MARCH 1st. HAVE 2 years' wholesale and 5 years' retail hardware experience. Honest and capable of taking full charge. Would invest from two to three hundred dollars. Good references. State full particulars in first letter. Box 62, Hardware and Metal.

STOVE REPAIRS

Fire Brick, Iron Linings, Water Fronts for Supremes, Garlands, Pen Esthers, Pandoras, New Empress, Acmes, Souvenirs, Crown Hurons, Peninsulars, Favorites, Silver Kings, Sunlights, Climax, and all kinds of Ranges and Heaters. Write for complete list and prices to

GRUNDY BROS.
STRATHROY, ONTARIO

WANTED

WANTED — ADVERTISER WILL PAY CASH for good hardware business in town or city, stock from ten to thirty-five thousand. Will either buy or rent store property. Or would entertain partnership in first-class hardware proposition. Please give particulars in first letter. Box 58, Hardware and Metal, 153 University Ave., Toronto.

WANTED—EXPERIENCED CATALOGUE COMpiler for wholesale hardware firm. State what previous work produced, salary required, and how soon available. Apply Box 40, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE

FOR SALE — HARDWARE BUSINESS IN town of five to six thousand population. Niagara Peninsula. Well established. Bargain for cash buyer. Owner has other interests which necessitate him leaving town. Box 66, Hardware and Metal.

FOR SALE — CONTENTS OF WORKSHOP, full set of tinsmith's tools and machines, plumber's tools, 8 ft. brake, cornice maker's slitting shears, etc., almost new. Motor truck, ladders, etc. McClary Furnace agency. Good trade in plumbing and heating. First-class opening for live wire. Owner going into another line of business owing to ill-health. H. T. Andrews, Orillia, Ont.

MISCELLANEOUS

A SALESMAN WHO CAN MAKE SHOW Cards can earn more money and is always sure of his position. Professional Show Card Writer will teach limited number speedy system by mail. For particulars write to Albert Edgar, 13 Edgar Building, Windsor, Ont.

For Sale

Up-to-date Hardware Stock and Buildings. Stock about $10,000, in town of Port Stanley, Co. of Elgin, Ontario. Nearest opposition nine miles. Few hours' service from wholesale houses. Address:

D. E. Gerrard,
Official Assignee,
Box 994,
St. Thomas, Ont.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN

Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

Decalcomania Transfer

NAME PLATES

Made in Canada by

Canada Decalcomania Co., Limited

364-370 Richmond St. W., Toronto, Can.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.



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Chicago, U.S.A.

Manufactures a complete line of SANITARY SPECIALTIES.

There is RUBBER in his cups. There is QUALITY in all. And —there is PROFIT and SATISFACTION in selling COLEMAN'S goods.

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POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.

MANUFACTURERS, SMITHS FALLS, ONT.

Sash Weights
Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

CANADIAN DIE CASTING CO., LIMITED

Drummond Building, Montreal

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.

1884 Davenport Road TORONTO, CAN.

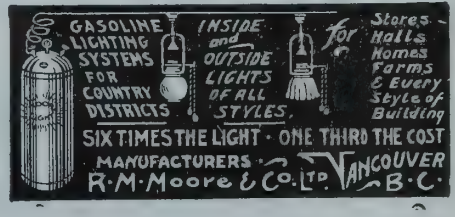
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of your products
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Catalog Art Studio

236 Confederation Life Bldg. Toronto

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

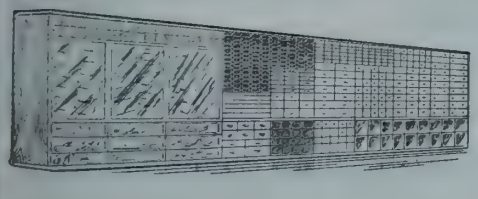


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A Germantown of quality that gets big business

WILCKES, MARTIN WILCKES CO.

115 WILLIAM ST NEW YORK



Cameron
Store Equipment
Our Specialty

Cameron & Company

74 Logan Ave. Toronto

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. . 124
Allcock, Laight & Westwood .. 28
Ashdown Hardware Co., J. H.. 93
Arnett, Thos. Lewis 95

Barrett Co., Ltd. 103
Beatty Bros., Limited 101
Brett Co., The. 94
Brown, Wm. J. 124
Bowser & Co., Ltd., S. F..... 75
Berry Bros. 75
Brown, A. G. & A. L. 94
Brandram-Henderson 79
British Smelt. & Refining Co.. 30
Brown & Sharpe, Ltd. 16
Burgess Batteries .....Back cover

Cameron & Co. 127
Can. Decalcomania Co., Ltd. . 127
Canada Metal Co. 89-97-125
Canada Steel Goods Co., The. 3
Can. Wire & Iron Goods Co. . 124
Canada Die Casting Co. 127
Canada Paint Company 54-55
Can. General Electric Co., Ltd. 33
Can. Tube & Steel Products .. 123
Can. Foundries & Forg. Co., Ltd. 27
Can. National Carbon Co. 14
Can. Wm. A. Rogers, Limited 13
Canadian Hart Products, Ltd. 115
Can. Westinghouse Co., Ltd. ... 11
Channell Chemical Co. .....
.....Inside front cover
Catalog Art Studio 127
Caverhill, Learmont & Co. ... 105
Chicago Spring Butt Co. 22
Clayton & Lambert Mfg. Co.. 125
Coleman, Allan J. 127
Consumers Cordage Co., Ltd... 34
Collins Mfg. Co. 116
Coghlin Co., Ltd., B. J. 95
Crookes & Sons, John 124

Davidson Mfg. Co., Ltd., The.. 31
Diamond Saw & Stamp. Wks. 127
Dom. Sheet Metal Corp. 87
Dom. Oilcloth & Linoleum Co. 111
Dom. Iron & Steel Co., Ltd... 107
Doon Twines, Ltd. 127

Ellis, Fred & Sons 31
Eddy Co., E. B. 15
Eureka Planter Co., Limited.. 22

Frost Steel & Wire Co., Ltd...
.....Inside back cover
Ford Motor Car Co., Ltd. ... 25
Flexible Shaft Company, Ltd... 29

Gendron Mfg. Co. 22
Glidden Co., The 71
Giles, Fred & Sons 120
Graham Nail Works 107
Guarantee Sheet Metal & Roofing Co. 94
Guelph Spring & Axle Co. 127
Gutta Percha & Rubber, Ltd. . 10

Hamilton Stamp & Stencil Works, Ltd. 127
Huther Bros., Ltd. 119
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S... 1
Hutton & Co., James 124
Hurley Machine Co., Ltd. 28

Ingersoll File Co. 26
Imperial Oil, Limited 9
International Varnish & Color Co., Limited 83

Jardine & Co., A. R. 120
Jennings Mfg. Co., Russell ... 127
Johnston & Son, Ltd., J. C.... 24

Kasement Skrene Dore Co. 25

Laidlaw Bale & Tie Co. 120
Lamplough & Co., F. W. 118
Landers, Frary & Clark 2
London Gas Power Co. 118
London Bolt & Hinge Co. 124
London Rolling Mill Co. 121
Lufkin Rule Co. of Can., Ltd. 128
Lowe Bros., Limited 99

McArthur & Co., Alex. 32
McDougall Co., R. 122
McClary Mfg. Co. 17
Manning, Hinton & Brissenden 127
Mayhew Steel Products, Inc... 121
Meakins & Sons, Ltd. 19
Martin-Senour Co., Ltd. 81
Martin, L. & Co. 125
Manitoba Steel & Iron Co. 94
Mica Co. of Canada, Ltd. 125
Moore & Co., R. M. 127
Morrison Brass Co., James ... 117
Myers & Bro., G. E. 121

National Farming Machinery Co., Ltd. 109
National Enameling & Stamping Co. 5
National Stamp. & Elec. Wks. 118
Nagle Mercantile Agency 95
Nagle & Co., H. 32
Nicholson File Co. 30
North Bros. Mfg. Co. 119
Nineteen Hundred Washer Co. 23
Niagara Metal Stamp. Corp... 97
Nova Scotia Steel & Coal Co... 121

Oakey & Sons, John 123
O-Rib-O Mfg. Co. 94
Owen Sound Wire Fence 127

Perfection Stove Co., Ltd. 18
Parmenter, Bulloch & Co. ... 89
Pink Co., Thos. 123
Plymouth Cordage Co. 4
Progressive Mfg. Co. 95

Quality Tool Works 120

Rajah Auto Supply Co. 12
Renfrew Electric Prod., Ltd... 36
Ramsay & Son., A. 77
Reed & Co., Geo. W. 123
Russell Jennings Mfg. Co. 127
Rideau Specialty Co. 127

Sanderson Pearcy & Co. 73
Shurley-Dietrich Co., Ltd. 26
Shurly Co., T. F. 116
Simms & Co., T. S. ...Front cover
Starrett Co., L. S. 21
Stanley Works, The 7
St. Mary's Wood Specialty Mfg. Co. 26
Steel Co. of Canada, Ltd. .97-125
Stephens & Co., G. F. 91
Steel Trough & Machine Co. .. 121
Still Mfg. Co., J. H. 122
Stewart, Wood, Limited 85

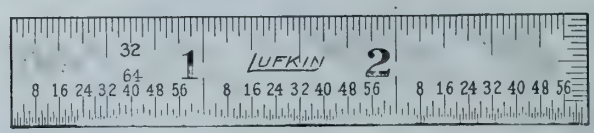
Taylor-Forbes Co., Ltd. 95
Toronto Plate Glass Imp. Co... 89
Toronto Foundry Co., Ltd. ... 127
Trees & Co., Samuel 114
Trimont Mfg. Co. 118

Union Transit Co. 123
Union Iron & Metal Co. 122

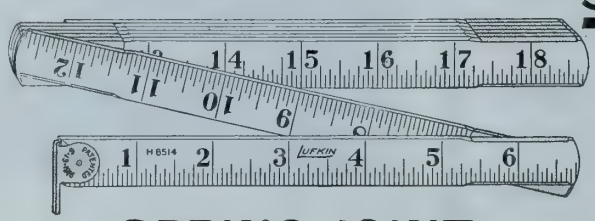
Vol-Peek Mfg. Co. 32

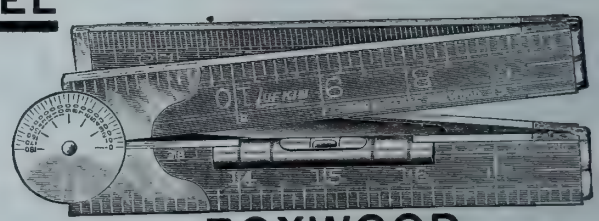
Walton Carlson Co. 118
Western Clock Co., Ltd. 8
Want Ad. Page 126
Warren Tool & Forge Co., Ltd. 124
Western Wire & Nail Co. 124
Wausau Abrasives Company .. 114
Wentworth Mfg. Co. 107
Wood, Alexander, James, Ltd.. 20
Woods Mfg. Co. 32
Woods & Co., Walter 122
Wrought Washer Mfg. Co. ... 125
Wilckes-Martin-Wilckes Co. ... 127
Wiesbach & Hilger, Ltd. 117
Wilkinson & Kompass 125
Wright & Co., E. T. 32

LUFKIN RULES



STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.

APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Your Salesman—



HAVE you a place in your store for a purely "Canadian Made" product that will bring you an excellent trade each year?

Your customer sees many points of superiority as you talk. The wire is tough and elastic—drawn to proper size and well galvanized in our factory at Hamilton — The Frost Lock — the strongest part of the fence, the evenly spaced uprights and the strong lateral wires are material for a selling talk that is bound to convince.

When you sell Frost Fence you make these purchasers of it regular customers, the reason being : they get something that measures up to their idea of what they ought to have.

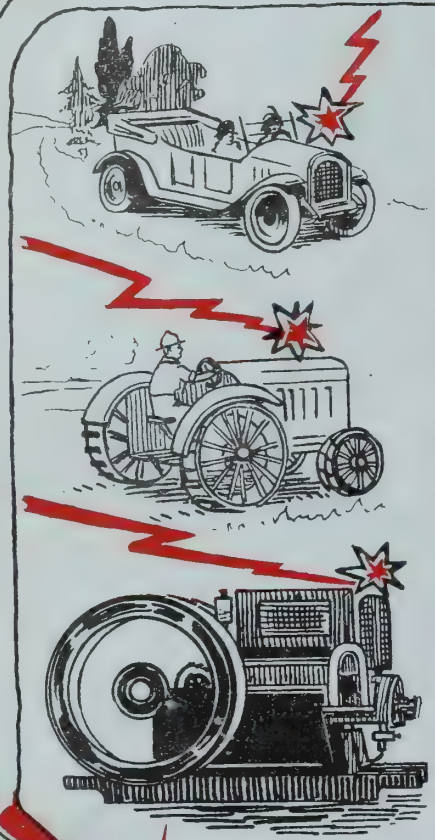
Frost Fence is that kind of a product. It gives the kind of satisfaction that breeds good-will and not only brings your man back for further purchases but makes him a booster for your store.

FROST FENCE IS AN ASSET TO YOUR BUSINESS

FROST STEEL AND WIRE CO., Limited
Hamilton, Ontario

OUR BOOTH AT THE HARDWARE EXHIBITION NEXT WEEK IS NO. 66. WE SHALL BE GLAD TO MEET AND WELCOME ALL OUR DEALERS AND THEIR FRIENDS.

"UNIPLEX"—The Mighty POWER



"Long Life Promotes Long Friendships"



Full-Powered— Long-Living— and Dependable

Burgess Batteries give unfailing superiority of service because every item of zinc, carbon, and other chemicals used is carefully selected and scientifically assembled for the sole purpose of giving fat, hot sparks for the longest period of time.

They are made right in Winnipeg, and reach dealers with long shelf life—their strength does not rapidly leak away, nor is there any point where trouble can creep in to shorten their career in service.

"BURGESS" Uniplex Batteries

For motor cars, tractors, gas engines and any work where more than ordinary power is required for good ignition, these multiple batteries serve best. Four, or five "BURGESS" No. 6 Batteries are assembled and sealed tight in a waterproof container that makes them a solid unit, compact, handy and economical. Just two connections to wire up, and these are insulated so that accidental short-circuiting is impossible.

"BURGESS" Dry Cells

Over fifty different features, patented for our exclusive use, combine to ensure supremacy for the Burgess line of batteries and accessories.

Our No. 6 battery is an everlasting monument to the wonderful inventive genius of Mr. C. F. Burgess, who is largely responsible for the development of the battery industry of America.

Burgess Flashlight batteries, sold in unsealed cartons, are typical "BURGESS" leaders; they have strong brass terminals, heavy zinc containers, and are uniform in size and quality.

BURGESS BATTERIES, LIMITED
WINNIPEG

BURGESS BATTERIES

Guarantee

"You are protected by our unqualified agreement to replace any Burgess product which does not give satisfaction." We make replacements promptly without any red tape.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 8 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA FEBRUARY 19, 1921



Special Announcement!

After this date we will be in position to furnish

COPPER CONTENT GALVANIZED SHEETS

with the approver .20% copper analysis

For Canada's every-day needs we make

MADE IN PREMIER CANADA

GALVANIZED STEEL SHEETS

For use where corrosive conditions prevail

TONCAN METAL

GALVANIZED SHEETS

Capacity 20,000 tons annually.

We carry complete stocks for quick shipment.

Every Canadian Jobber is Agent for These Galvanized in Canada Sheets.

DOMINION SHEET METAL CORPORATION, LIMITED

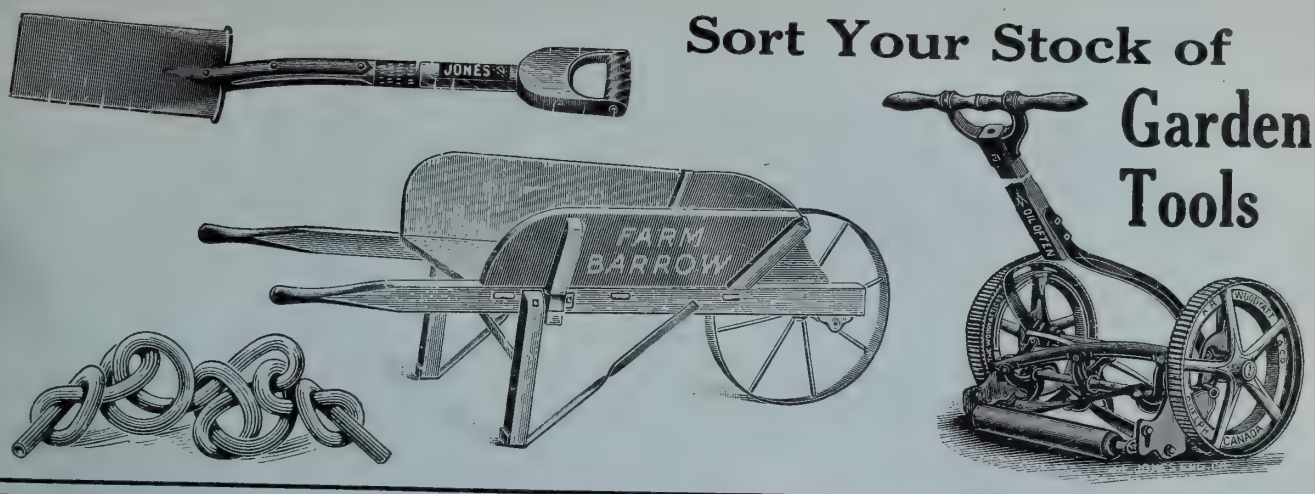
HAMILTON, ONT.



COMMENCING OUR BIG COLOR CAMPAIGN

WHILE employing almost every known form of advertising, we rely chiefly on those methods which enable us to show in COLOR what O-Cedar Products will do. Posters, Window Cards and Street Car Cards—will carry the O-Cedar idea broadcast. This campaign indicates our faith in the products, our belief in the power of advertising, and our optimism as to the immediate future.

CHANNELL LIMITED
TORONTO



Sort Your Stock of Garden Tools

O-Cedar Polish

One of the necessities for Spring cleaning. Sell it in large size cans as it is of daily use. How is your stock of O-Cedar mops?

Aladdin Dye Soap

Colors while it cleans

Every woman who comes into your store is a possible prospect for a few cakes of this wonderful dye soap. It is the ideal dye, no muss or fuss—just wash the clothes, using Aladdin Dye Soap, which removes the dirt and dyes at the same time.

Order a display rack from the "Rice Lewis" man.

LIQUID VENEER

Another Spring cleaning requisite which you should have a big sale for. We carry all sizes of packages in stock; also Liquid Veneer mops.



SPRING COMING

—if it's not already here. Spring always brings its quota of duties around the home which collectively are termed Spring Cleaning. This takes various forms—the removal of winter's grime, the refreshing of paint and varnish, the cleaning up of the back yard, and the gardening.

Now is the time to look over and replenish your stocks of Spring Goods, such as Garden and Lawn Tools, Garden Hose, Cleaning Materials of all kinds, Polishes, Dyes, etc.

Let us help you fill the vacancies in your Spring Stocks. Don't wait until you begin losing sales.

Ask the "Rice Lewis" man, or write direct.



Rice Lewis & Son, Limited

VICTORIA STREET, TORONTO

If interested tear out this page and place with letters to be answered.



Plant of the
Canada Steel Goods Co.
Hamilton, Canada
Largest Factory in Canada Making Builders' Hardware Exclusively

For the Good of Your Business--

Canada Steel Goods

Helpful Service

Good Packing and Shipping



Cut of No. Sc. 935

This dependable, saleable line helps the dealer. Goods packed as shown save the time for an extra sale. Customers go where their time is saved. Don't expect them to wait while you hunt and unwrap a dozen packages.

C. S. G. Co. Service to the dealer on this line of successful selling, profitable goods is worth while.

It Pays You to Handle the C. S. G. Co. Line — Ask Us About It.

Canada Steel Goods Co., Limited

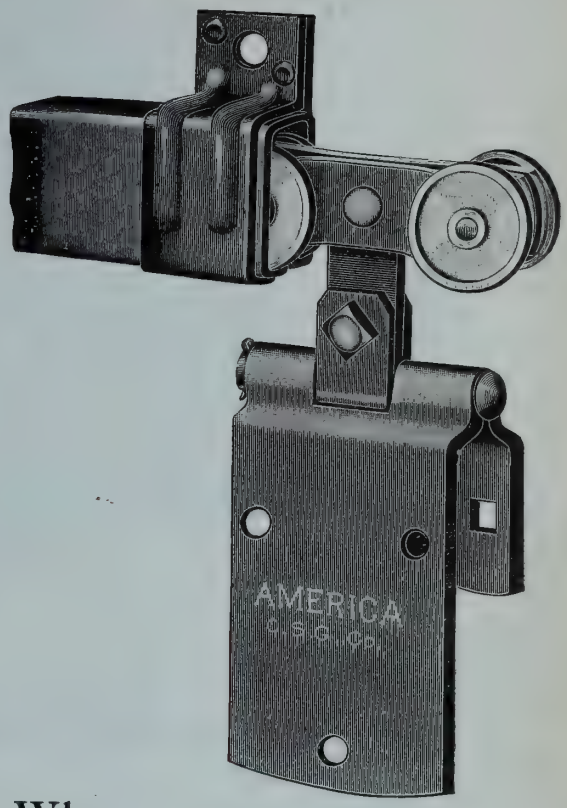
Hamilton, Canada

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There Are Sound Reasons Why

"America" Trolley Hangers

Have the Largest Sales of any Trolley Hanger in the Dominion



Some of the Reasons Why

The "America" operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary plain track brackets.

The "America" is peerless for warehouse, factory, garage and barn doors. The apron is 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit. Perfect action is assured by tandem trucks and hardened roller bearings.

With Each Pair of Hangers are included:

Two End Caps, Bolts for Hangers and Lag Screws for Brackets.
Packed one pair in a box, complete with Screws and Bolts.
Weight per dozen pairs, without Brackets, 95 pounds.

Let us help You to glide easily along the Track of Prosperity with "America" Trolley Hangers.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Exceedingly Tender Skin

How frequently men are heard to tell of their "exceedingly tender skin" when they are talking to a hardware clerk about razors.

When a customer comes into your store and tells his shaving troubles does your clerk answer, parrot like, "We have a lot of good razors," or does he say to the customer, "I can sell you a Genco razor that will shave *YOU*."

Do you *keep razors* in your store or do you *sell shaving service*? There's a difference.

At one time razor buying was more or less a matter of guesswork. Dealers sold razors and men bought them, while both trusted to luck that the razor would be the right one for the man who was to use it.

GENCO RAZORS ARE SOLD DIFFERENTLY

Different kinds of beard and skin call for different kinds of razors.

A full concave ground Genco razor one-half inch wide is the one for the man with tender skin. A heavier Genco ground half concave for wiry beard and rugged skin.

There are other grinds and sizes for other conditions.

There is a Genco Razor for Every Kind of Beard and Skin

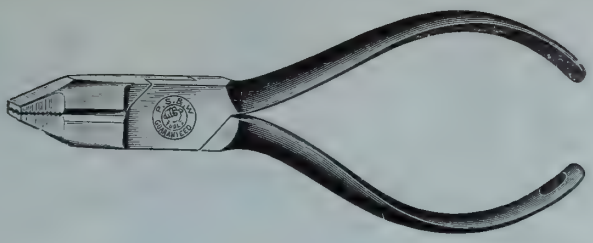
There are a number of different assortments of Genco razors with which display trays and counter cabinets are supplied. Each assortment contains razors for every kind of beard and skin, enabling the dealer to make every customer a satisfied customer by selling each one

The Razor That Will Shave *HIM*

Brief but thorough clerks' selling charts and dealers' folders are supplied with each assortment. If your jobber cannot supply you, write us.

GENEVA CUTLERY CORPORATION

159 GATES AVE., GENEVA, N. Y. - 332 BANNATYNE AVE., WINNIPEG





The Trade and Co-operation

Stabilizing Prices in 1921

CLOSE co-operation will do much to relieve the present strain of high prices. By following the markets carefully from day to day we shall keep our lines attractively priced, thus aiding in the stabilization of prices. As evidence of good faith we have already put into use new prices on all lines that have shown any tendency towards deflation.

Our new 72-page illustrated catalogue, showing auto accessories, sporting and electrical goods, is now ready for distribution and we will mail a copy on application.

Let's work together in 1921





WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

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CH
Condulets

T&B
Porcelain Material

HUBBELL
REG CAN PAT OFF
Wiring Devices

WIREMOLD
Wiremold

D
"Square D" Switches

EVEREADY DAYLO
Flashlights

1872 EDWARDS
House Goods

Trade-marks Representing Quality Products

IT GIVES us genuine satisfaction to be associated with the companies represented by these well-known trade-marks.

Each trade-mark stands for a quality product of the highest grade that has long since established its worth wherever electrical work is done.

"THE BEST THAT MONEY CAN BUY"
TRADE MARKS
CARADOC SEVEAU PR
Gongs

BENJAMIN PRODUCTS
Wiring Devices

LOXON
LAMP GUARD
THE KEY TO SAFETY

Northern Electric Company
LIMITED

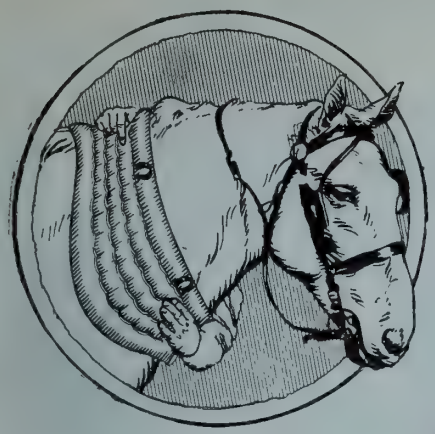
MONTREAL	OTTAWA		WINDSOR	CALGARY
HALIFAX	TORONTO		WINNIPEG	EDMONTON
QUEBEC	HAMILTON	LONDON	REGINA	VANCOUVER

BRYANT
SUPERIOR WIRING DEVICES

MADE IN CANADA
TRADE DUNCAN MARK
Wiring Devices

S
Shawmut Fuses

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It Pays To Sell Horse Insurance

Tapatco Gloves are made of selected cantons, Gauntlet, Knit Wrist and Band Top. They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather Faced, Jersey—Gloves and Mitts in Tan, Slate or Oxford.

The loss of the services of one horse, for one day, may cost your customer more than to outfit every horse in his stable with Tapatco Brand Horse Collar Pads. When you sell a man this serviceable, efficient Collar Pad and make chaffed, galled or bruised shoulders an unknown quantity among his teams, he bears good-will toward you and your store, and feels confidence in other goods sold there.

The snug-fitting comfort of Tapatco Pads is due to their cushion of soft, pliable padding. This cushion protects the horse's shoulders from every form of collar pressure. The famous Tapatco stapling device (Patented in U.S., Dec. 1, 1914; Patented in Canada, April 6, 1915), for attaching hooks, gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

MADE BY

The American Pad & Textile Company

Chatham, Ontario



VAN DER LINDE RUBBER COMPANY
LIMITED
142 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,

CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs:-

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

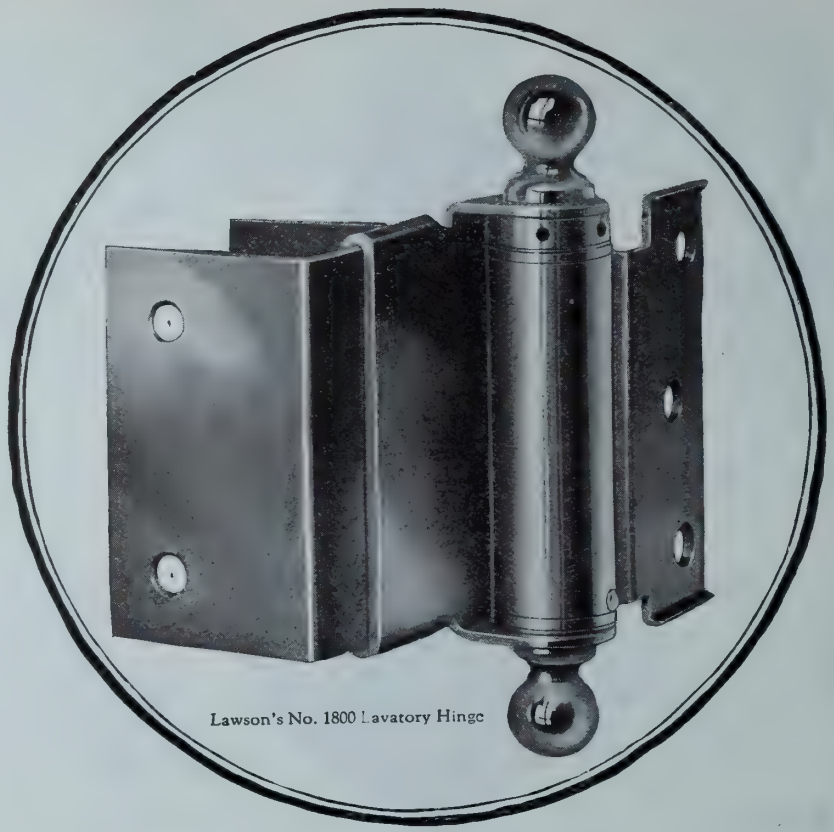
Yours very truly,

VAN DER LINDE RUBBER CO. Limited

Van der Linde
Factory Manager.

VvdL/MSP

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Lawson's No. 1800 Lavatory Hinge

Less Investment Quicker Sales — More Profit

LAWSON No. 1800 Hinges for lavatory doors are easy to sell. They cost a third *less* than other kinds and give far better service.

Two 3-inch Lawson Spring Hinges take the place of the customary 4-inch hinge and blank, giving better support and greater flexibility of tension to the door and improving the appearance of the job.

Adjustable to any thickness of marble from 1⅛ to 1½ inches, and doors up to 1⅜ inches.

Instead of a large stock of ordinary hinges in assorted sizes, you can make a small lot of Lawson's meet all the requirements of your trade.

With ONE-TENTH of your customary investment, your turnover will be five or ten times faster.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company 230 West Superior Street Dept. 7762, Chicago, Ill.

Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

If interested tear out this page and place with letters to be answered.

Quality

CONFIDENCE

THE GREATNESS OF BRITAIN IS FOUNDED ON HER INTEGRITY.

HER STRENGTH SHE DERIVES FROM WORLD COMMERCE—HER ENDURANCE FROM CONFIDENCE.

THE WAR TEMPORARILY RETARDED HER CONSTRUCTIVE EFFORTS, BUT THE POWER OF THE CONFIDENCE OF THE PEOPLES OF THE WORLD WILL RESTORE TO HER IN MORE BRILLIANT FORM THE LEADERSHIP SHE HAS JUSTLY EARNED AND PROUDLY HELD.

CONFIDENCE IS THE FOUNDATION OF OUR POSITION IN THE WORLD OF IRON AND STEEL—OUR PROGRESS DEPENDS ON IT.

WE HAVE BEEN SUCCESSFUL IN THE PAST—THE FUTURE IS BEFORE US. TO ADVANCE, WE MUST CONTINUE TO MERIT THE CONFIDENCE OF THE BUYERS OF STEEL AND IRON PRODUCTS OF EVERY DESCRIPTION IN CANADA, AND WE ARE DETERMINED TO ADVANCE.

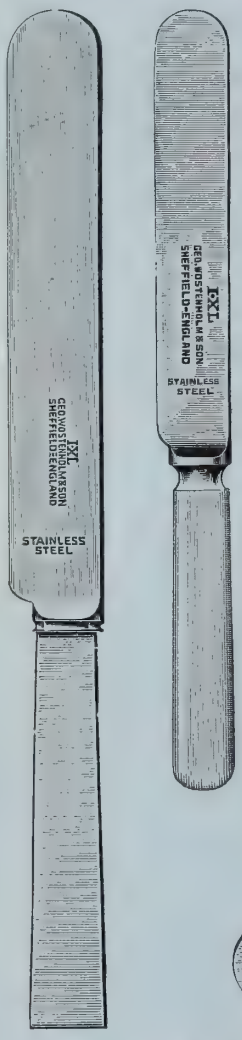
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Service

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I-XL

Stainless Steel Knives



have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade.

GEO. WOSTENHOLM & SON
Limited









GEO. WOSTENHOLM & SON, Limited

SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited

MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

A Little Chat on Hot Galvanizing

OF course, you have realized the advantages of carrying hot galvanized ware. You know that women prefer it because of the extra service that hot galvanized ware gives.

But have you yet realized that there are grades of superiority to hot galvanized ware? That SMP Hot Galvanized Ware tops the list? This is why!

The black iron sheets are selected with care. Then they pass into the factory where they are cut and punched into the shape desired—be it pail, wash tub, garbage can, etc. The article is then pickled—given a carefully timed bath in a vat of acid. It is then removed and dried.

The can or pail is now complete—all except putting on the coat of zinc. Then—one by one—article by article—they are dipped—by hand—into a boiling, seething bath of pure molten zinc spelter. Not a crack, not a seam, spot or corner of the article is missed by this liquid metal. All that can hang on, stays on. The coating of zinc is complete.

This hot galvanizing fills all the seams and makes the article ***strong*** and ***sturdy***. And it makes it ***leak-proof*** and ***rust-proof***. It gives it the ***spangle*** and ***smart appearance*** that women like to see, and for which they will pay more money

And, despite high wage demands and the shortage and high cost of raw materials, we have flatly refused to cheapen SMP Hot Galvanized Ware. Its splendid quality to-day holds it right up in the lead of its line.

We can now ship the seasonable articles and all-year-rounders in SMP Hot Galvanized Ware. But we advise you to order quickly.

Shipments Made Promptly.

SMP "QUALITY"

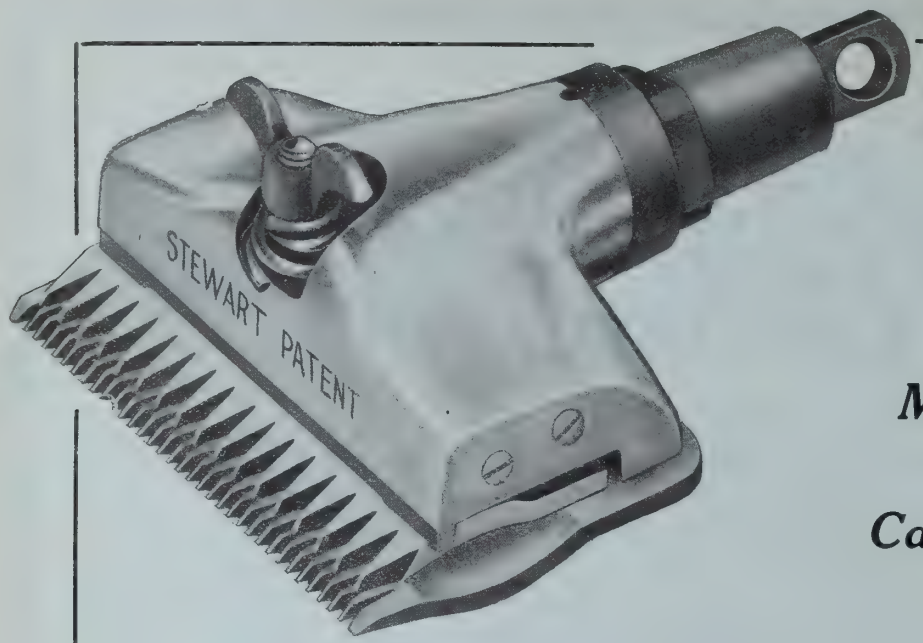
The **Sheet Metal Products Co.** of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.



Made in Canada

After the Convention

Whether you have been in Hamilton for the convention or whether you are reading this in Prince Edward Island, Halifax, Medicine Hat, or Prince Rupert, makes no difference—it is time to be prepared with your stock of Stewart Clipping Machines.

To-day, customers fully appreciate the need and benefit of spring clipping for horses. A clipped horse is a better horse; he dries off quickly, rests comfortably and is fresh for good, productive work next day. A clipped horse pays his owner better. Clipped horses are safe from pneumonia, heaves and colds that often cost owners so heavily that the low cost of Stewart Clipping Machines offers reliable, worth-while "horse insurance" at economical rates. Stewart Clipping Machines sell to supply a definite existing need.

If interested tear out this page and place with letters to be answered.

Comes Spring Clipping

The Stewart No. 1 Ball-Bearing Clipping Machine is the most perfect clipping machine ever made at any price.

It combines durability, simplicity, ease of operation and low price. It has made good through years of satisfactory service.

Gears are cut from solid metal and enclosed in dustproof metal box. All wearing parts are of hardened steel. Compact—can be set up or taken down quickly.

Shipped knocked down in a substantial box, and weighs only 30 lbs., so transportation charges are little and machine is handy to move about.

Positively guaranteed to please, or full price paid will immediately be refunded. Clips horses, mules or cows—no change of knives or adjustments.

Give your jobber that stock order for Stewart Machines to-day—be ready for the business. Attractive new window cards for the asking.

Retail Prices:
Eastern Canada, $14
Western Canada, $14.50



Flexible Shaft Company

Limited

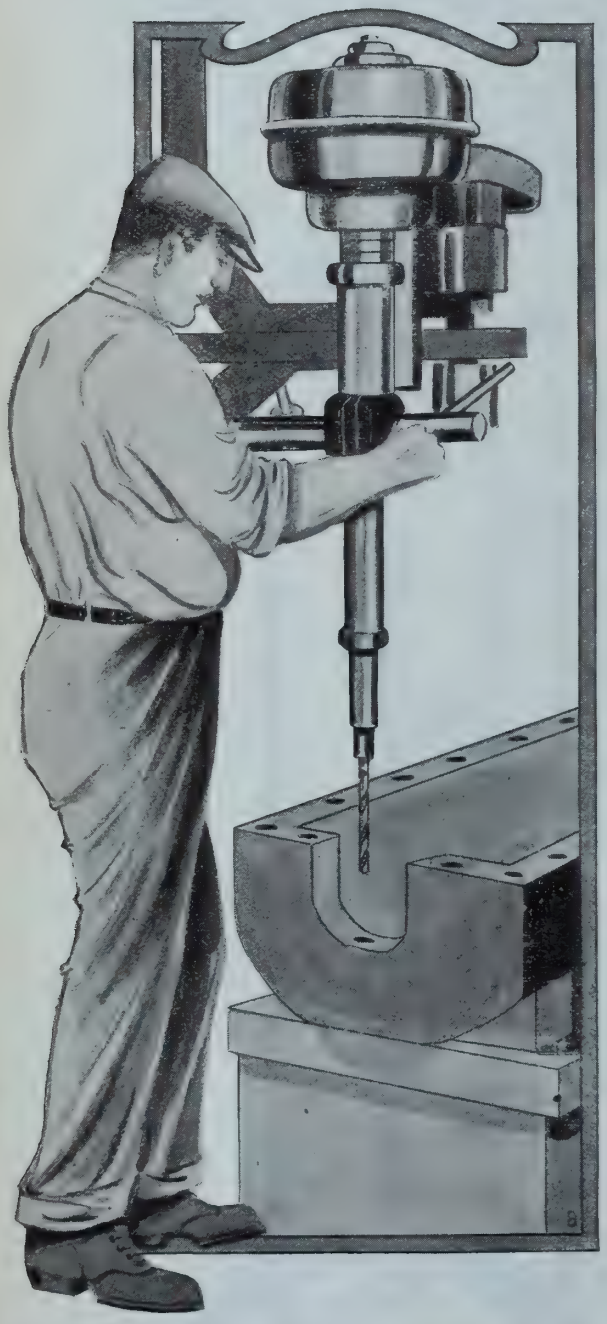
349 Carlaw Avenue

Toronto

Made in Canada

If interested tear out this page and place with letters to be answered.

Machine Shops, Hardware Jobbers and Retail Stores



All Get Fast, Accurate, Clean-cut Results With

Butterfield Tools

Well known and well proven in shops and factories, Butterfield Tools are high in the confidence and esteem of machinists and tool-buyers. These are the men that form the group of prospects to whom you expect to sell Butterfield Tools.

Because for years they have found Butterfield Tools giving fast, accurate, clean-cut results in the shop they are in a receptive mood for Butterfield's. That is why Butterfield Tools give quick, clean-cut sales results for hardware wholesalers and retailers.

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Ask for latest catalogue.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island Quebec

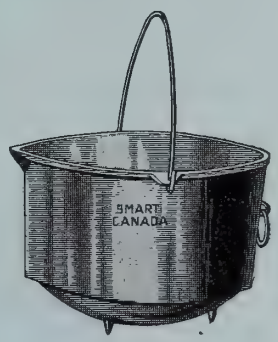
BUTTERFIELD

If interested tear out this page and place with letters to be answered.

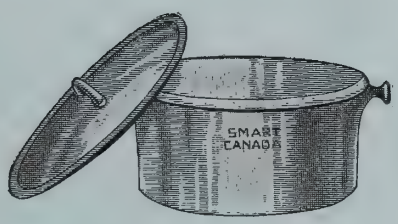
CANADA
FOUNDRIES & FORGINGS
LIMITED

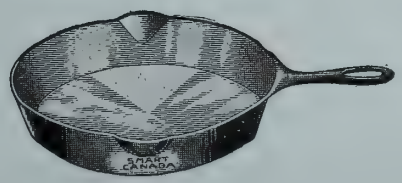
The Ironware People











JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

DU PONT THE STANDARD SHOTGUN POWDER

You Can Meet the Demand for Shotgun Shells

—if you order from this table of Du Pont Standard Loads.

The great majority of shooters use Du Pont Powders simply because years of experience have taught that Du Pont Powders *always* give satisfactory results.

With this great army of shooters the word of the Du Pont Company, backed by its 119 years of powder-making experience, carries great weight.

We are telling every shooter we can reach through the sportsmen's magazines that the standard loads given in the table below are the ones to use to get best results. In this table we have eliminated all slow movers and have listed only those that are in constant demand in various sections of the country.

Make up your orders from this list and meet the demand—concentrate your stock, cut down capital invested. Result: faster turnover, greater profits.

Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛	6, 7 or 7½
Pheasants	3	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	3½	1⅛	4, 3, 2, 1 or BB
Wild Turkey	3½	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛		1⅛ or 1¼	7½ or 8

Facts that Every Dealer Should Know about Du Pont

It is a fact that "Du Pont" develops a higher velocity than any other powder made. This is because it burns progressively and cleanly, generating a lower pressure at the breech and maintaining the pressure a greater distance down the barrel.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the closest patterns.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

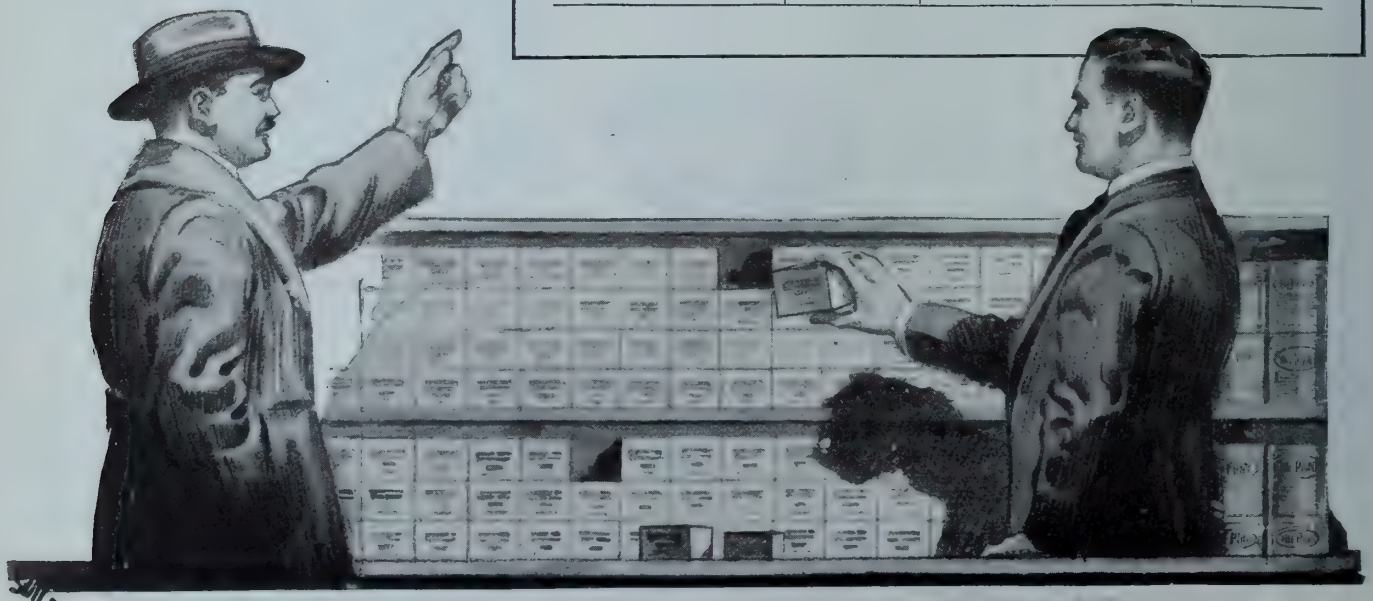
* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

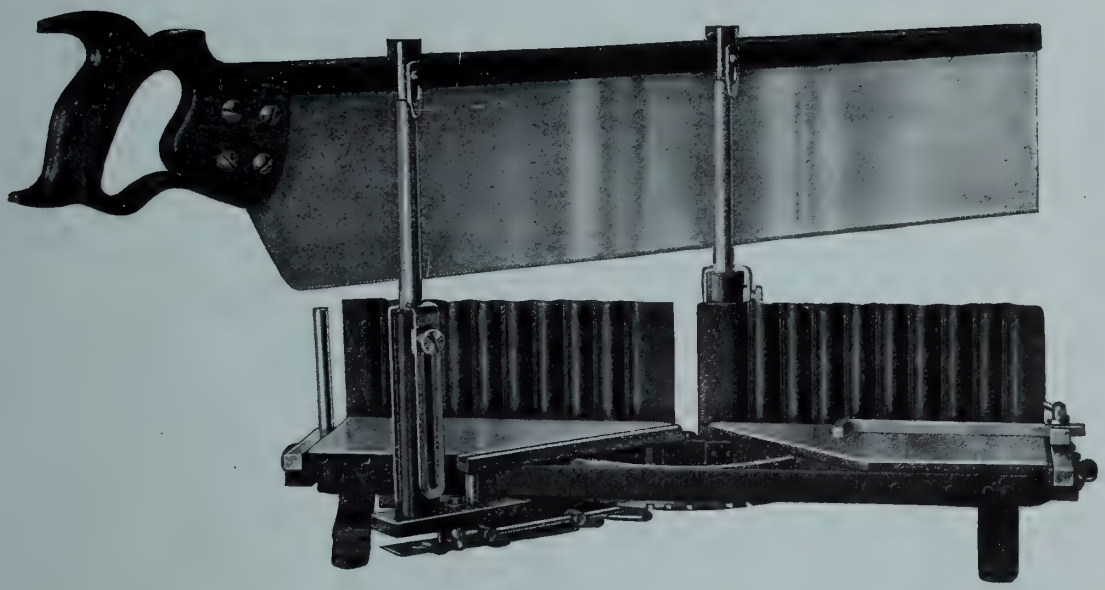


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GOODELL-PRATT
1500 GOOD TOOLS

All-Steel Mitre Boxes

Built Like a Bridge



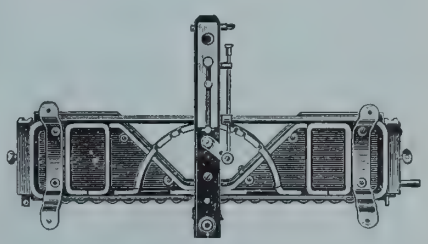
Made to Give Real Service

For fifteen years Goodell-Pratt All-Steel Mitre Boxes have been gaining favor with high-grade carpenters; a class of trade whose requirements and desires represent profitable business for you. Are you prepared to demonstrate these tools to your trade?

Accurate and Durable

Goodell-Pratt All-Steel Mitre Boxes are noted for their durability; they are provided with an Automatic Lock to hold the saw elevated, a Stop to regulate the depth of cut, Automatic Lock to make all regular angles, and a Quick Lock for all other angles—features that make for quick, accurate work.

A good workman BUYS good tools.



Showing the bridge-like construction of the under parts.

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

If interested tear out this page and place with letters to be answered.

Millers Falls



If interested tear out this page and place with letters to be answered.

Hack Saws

This is why they are Repeaters and not Shelf-Warmers

hardening—that is done individually instead of in batches,

Tempering comes next, to take out brittleness and add a resilient "springy" strength that resists strain.

every hack saw blade in a Millers Falls box is exactly alike.

THERE are two kinds of merchandise in most businesses. One kind stays and stays on your shelves. It takes up valuable space that you pay rent for. It ties up your capital and brings in no profit. The other kind of merchandise repeats often, keeps moving in and out of your store, releasing your capital by turning over your investment and collecting profits instead of dust and dirt. The difference between these two classes of merchandise is largely one of pulling power from the other side of the counter. Because Millers Falls Hack Saws bear a well known name with the prestige of years of known performance, and because they are satisfaction-giving hack saws, they repeat often—the man who buys them comes back for more.

* * *

Quick turnover is more important today than ever before. And this is particularly true of hardware stores where the number of items carried is so large. Select your lines with extra care. Select Millers Falls Hack Saws because they are repeaters, and not shelf-warmers.

MILLERS FALLS COMPANY
FOUNDED IN 1870
MILLERS FALLS, MASSACHUSETTS
Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades

The Millers Falls Mechanic's Handbook will be sent you for ten cents to cover postage.



Canadian Distributors:
MESSRS. ADCOCK & BREWER, LTD.
222 ST JAMES ST., MONTREAL, QUE.

The Millers Falls Factory is in the beautiful Berkshire Hills country of New England.

If interested tear out this page and place with letters to be answered.



The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by the American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them.

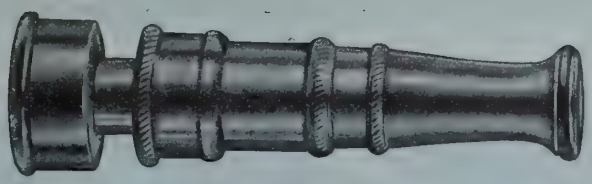
"Armco" Ingot Iron Galvanized Sheets
"Armco" Ingot Iron Galvanized Sheets
"Armco" Ingot Iron Blue Annealed Sheets
"Armco" Ingot Iron Tank Plate
"Armco" Ingot Iron Alloy Coated Sheets
"Armco" Ingot Iron Enameling Sheets
"Armco" Ingot Iron Polished Sheets
"Armco" Ingot Iron Furniture Sheets
"Armco" Steel Alloy Coated Sheets
"Armco" Steel Electrical Sheets
"Armco" Steel Automobile Sheets

These High-Grade Specialty Sheets for exacting users enter into the manufacture of many different articles, whose makers put their sheet metal problems up to Armco. We are at your service.

MANUFACTURED BY

The American Rolling Mill Co.

Middletown, Ohio.



A-1981

Always in Demand

THIS BRASS SPRAY NOZZLE, on account of its easy adjustment from a fine misty-spray to a solid stream, is in universal use and therefore a good seller.

The Hose Coupling shown below, A-1982, is well machined, with full even corrugations of sufficient depth and length to take a good, solid grip on the hose. A necessity wherever hose is used.

Handled by leading jobbers throughout Canada.

Hose  **Coupling**

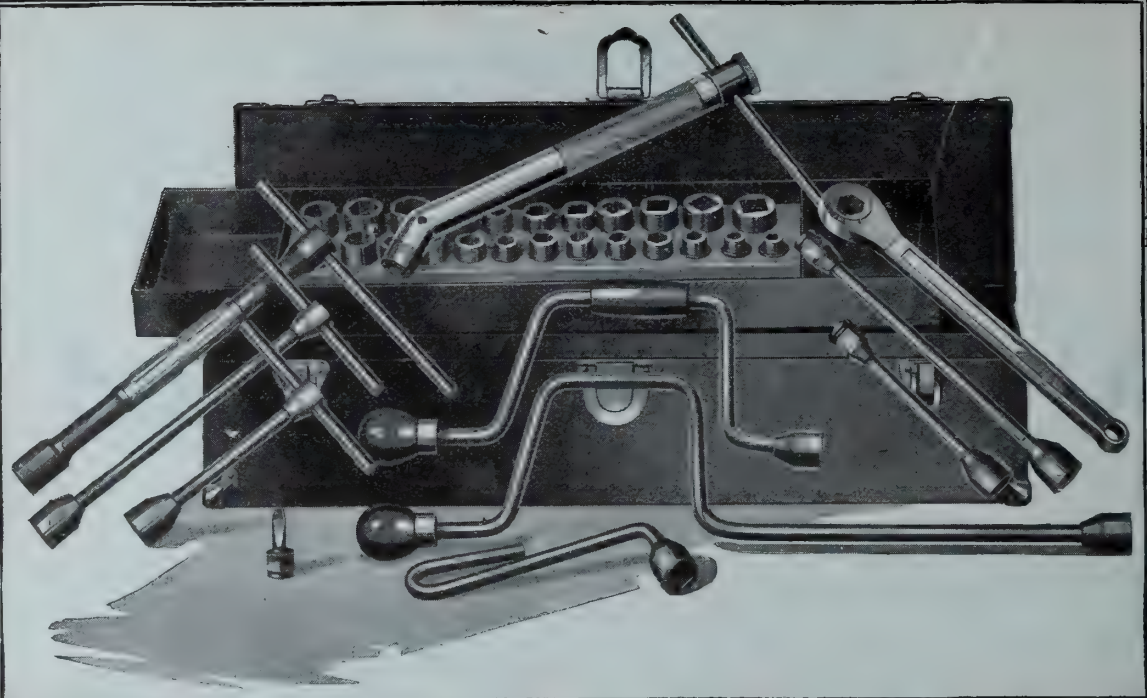
A-1982

"If it's an EMPIRE product you know it's right"

Empire Brass Mfg. Co., Limited

LONDON AND TORONTO, CANADA

If interested tear out this page and place with letters to be answered.



BILLMONT

MECHANICS' KIT—all the socket wrench equipment you'll ever need with but a few wrenches, for each wrench takes the entire set (24) of Billmont sockets, making 24 different wrenches by merely changing sockets.

Thus, this Kit of 8 wrenches and 24 sockets will operate to the same extent as 192 wrenches —and by the use of the two extensions that likewise are interchangeable, the utility of the line multiplies itself into 768 combinations.

Instead of a separate socket wrench for each sized nut, the Billmont principle lessens the number of wrenches, but increases the number of jobs.

There's the Master, with its hooked nose; Junior, of unusual strength; Ratchet, that operates in ½ inch space; Offset, with upward bend to handle; Husky, Short and Long Ts; Speeder; Rim Brace; Extension 9 inches and 11 inches; Interchangeable screw driver attachment, and 24 interchangeable sockets (hex and square), compact and handy in a 22 gauge metal kit box ready for instant use. As an outfit or sold individually.

Write for Catalog on Entire Line.

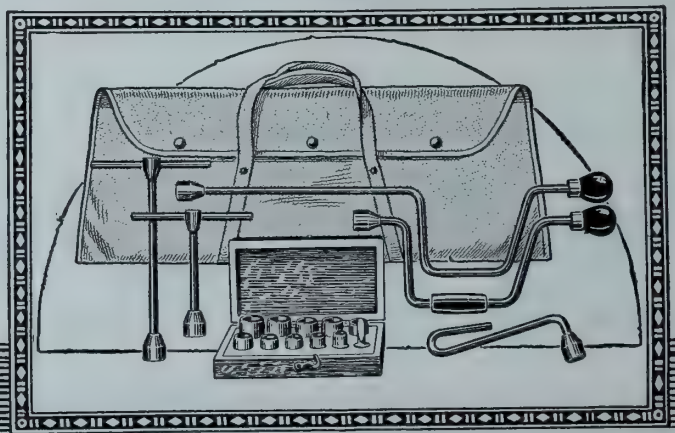
Edgar C. Guthard Co. 361 East Ohio Street, Chicago, U.S.A.

NEW YORK - SAN FRANCISCO - - BUENOS AIRES

Canadian Representative: A J. Hopkins, 392 St. James St., Montreal

WRENCHES *with* Interchangeable Sockets







If interested tear out this page and place with letters to be answered.



Get Closer to that Customer—The Factory Workman

MACHINE shop men who spend their lives working with iron and steel, are the first to appreciate improved tools.

They will see the advantage of the "*Gun*" Tap, an exclusive GTD product, or the "*Acorn*" Die, or the GTD "Rapid Inspection" thread gage. These threading tool specialties are only three items in the extensive line made and sold by GTD for machine shop production, but each one is a masterpiece which will excite the admiration of any foreman, machinist or superintendent engaged in quantity thread-cutting.

Do you know the "*Acorn*" Die? Did you ever watch a "*Gun*" tap shoot its chips out of its own way?

To be sure, the workman himself does not always buy production tools for his personal use but he certainly exercises a tremendous influence on his foreman, which amounts to the same thing, because it produces orders from his factory or shop.

Learn about these tools and you'll find a sure way to sell them to the shop-worker. And as we've been saying for the past two years, *go out and get this trade.* It belongs to you. It's yours for the asking.

An idea: Send us a list of shops near you where they produce threaded parts in quantity—and we'll send you some special material to mail out to them which will cultivate this new field for you.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Limited, Galt, Ontario

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation of Canada, Limited
Galt, Ontario

Here is that list of shops near us where quantity thread-cutting is being done, to which we would like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name Position

Firm

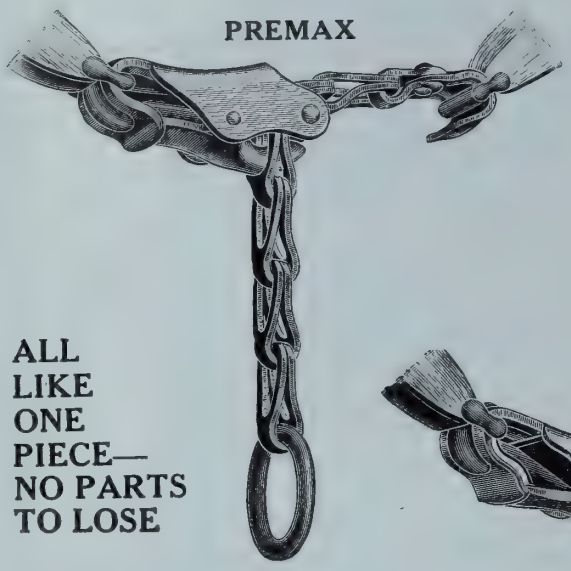
Address H.&M. 104



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ALL STEEL HAME CHAINS

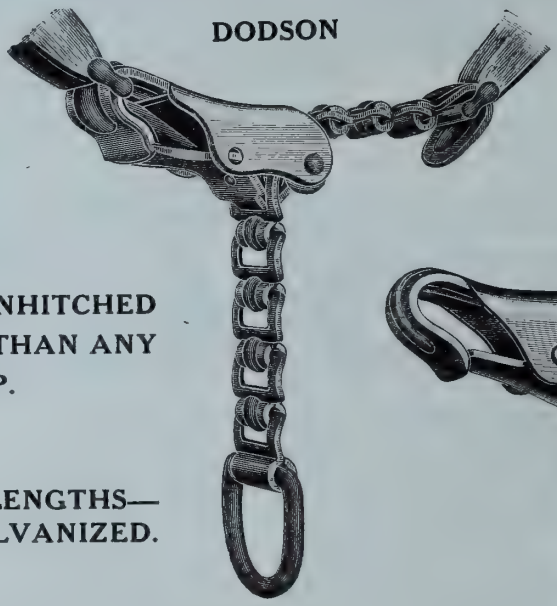
PREMAX



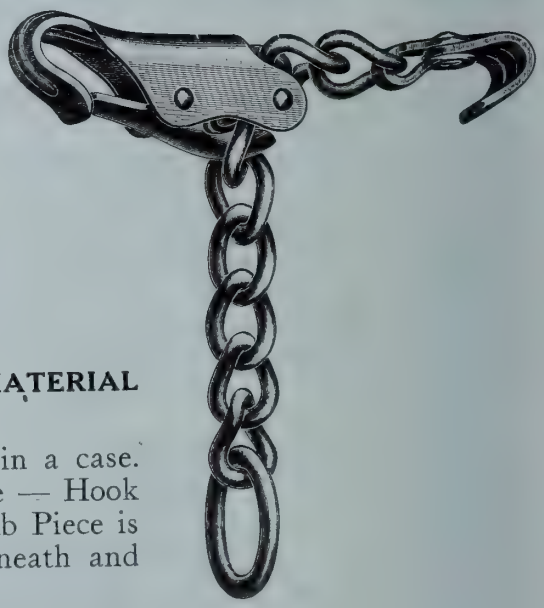
WORK EASILY,
ALWAYS RELIABLE,
NEVER BREAK,
NEVER SLIP,
FIT ALL WORK
HAMES AND
ALL
SIZES OF
COLLARS

ALL
LIKE
ONE
PIECE—
NO PARTS
TO LOSE

DODSON



ZENITH



CAN BE HITCHED OR UNHITCHED IN MUCH LESS TIME THAN ANY LEATHER HAME STRAP.

MADE IN STANDARD LENGTHS—
BRIGHT STEEL OR GALVANIZED.

GUARANTEED AGAINST IMPERFECTIONS OF MATERIAL OR WORKMANSHIP.

One dozen in a box—12, 18, 24, 30, or 36 boxes in a case. In all our patterns the Body Part — Thumb Piece — Hook and Chain—are of the BEST STEEL. The Thumb Piece is kept in place by a strong spring—which is underneath and perfectly protected.

PRICES ON APPLICATION

NIAGARA METAL STAMPING CORPORATION

NIAGARA FALLS, N.Y.,
U. S. A.

OTHER HARDWARE SPECIALTIES WE MANUFACTURE

Cut-link Coil Chain, Halter, Jockey, Stallion, Bit, Trace and Breast Chains; Dog Hardware; Key Rings; Key Chains; a complete line of Wrought Steel Harness, Rope and Chain Snaps; Stamped Steel Wrenches; Cold Shut Rings; Embossed Sheet Metal Letters and Figures; Number Plates; Embossed Sheet Metal Signs, etc. Write for Catalog.

Western Canadian Sales Agent:
D. A. McDONALD, 141 Bannatyne Ave., WINNIPEG, CANADA

If interested tear out this page and place with letters to be answered.

The tool he should be using is a Starrett ——— ——



Have You This Tool In Stock?



There are four hermaphrodite calipers of Starrett make. One of these—the tool to be used here—is designed especially for laying out work such as marking lines parallel with the edge of a block, finding temporary centers, etc. Another, designed for less sensitive adjustment, is used where the requirements are not so rigid. Two of them have lock joints, permitting work over flanges, etc.

The caliper this machinist is using may be found in the new Starrett Catalog No. 22 MA. See if you have it in stock.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42 149.

STARRETT TOOLS — STARRETT HACK SAWS CUT QUICKER LAST LONGER

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

A VALVE for EVERY SERVICE

The Right Valve For Every Purpose

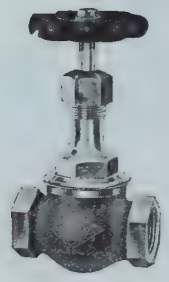


Fig. 106

Fifty-six years of experience in valve making is behind every genuine Jenkins Valve.

The very thorough knowledge of valves and valve requirements thus acquired is an assurance to the purchaser of the very **maximum** service from Jenkins Valves under every condition of usage.

There's a style and a size of Jenkins Valve for every purpose—each one being **fully tested before leaving the factory.**

You can sell the genuine Jenkins with confidence that your customer will be entirely satisfied because the Jenkins Diamond Trade Mark (cast on the body) is an assurance of satisfactory performance.

Write for Catalogue No. 8.

Jenkins Bros.
LIMITED

TRADE JENKINS MARK Jenkins Bros

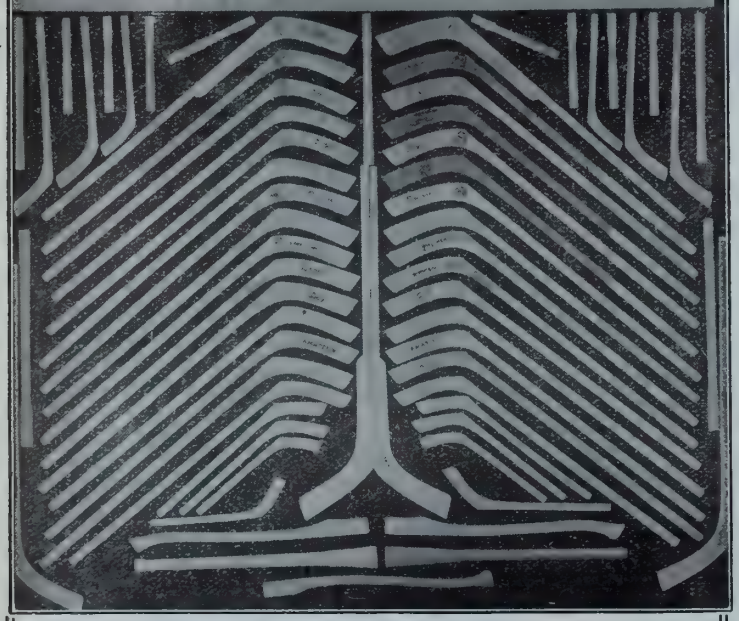
Head Office and Works: 103 St. Remi St. Montreal Can.

TORONTO — *European Branch* 6 GREAT QUEEN ST., KINGSWAY, LONDON, W.C.2. ENG. — VANCOUVER

AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

TRADE JENKINS MARK Jenkins Bros

ST. MARYS WOOD SPECIALTY CO. LIMITED
HOCKEY STICK SPECIALISTS — HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Write for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

If interested tear out this page and place with letters to be answered.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

"Oakville"

"Will Outwear Any Ware"

"Oakville" Aluminium Utensils appeal to all women, partly through the handsome, dignified design and also by the reputation they have attained for hard, daily wear. Let "Oakville" Aluminium Ware establish your reputation. Stock and display the "Oakville" line—an essential factor in every kitchen—and make new friends and satisfied customers, who will recommend your store and your goods. Ask for catalogue and price list.

Our goods are sold through leading wholesalers.

The Aluminium Ware Manufacturing Co.

Limited

Oakville, Ontario

Selling Agents:

Richardson and Bureau, Montreal



No. 230A Perky Teapot
3 and 4-pint Sizes.



No. 230B Globe Teapot
3 and 4-pint Sizes.



No. 150 Tea Kettle
8-14 pint Sizes.



No. 40 Berlin Kettle, 6-20 pint Sizes.

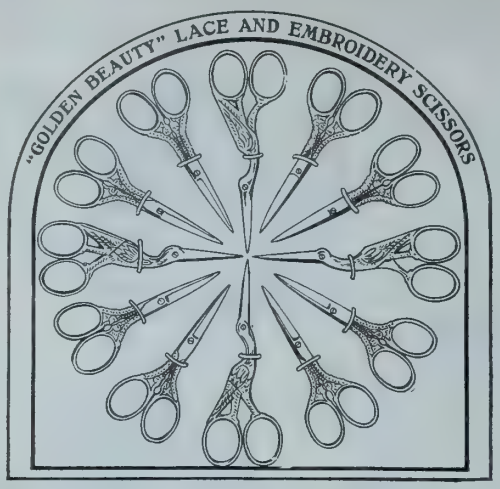


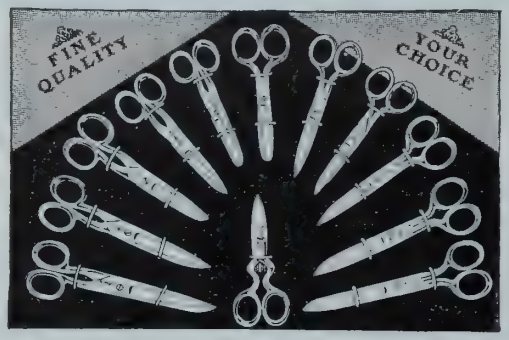
No. 190 Muffin Pan, 6-8 Cup Sizes.



No. Preserving Kettle 6-24 pint sizes.

If interested tear out this page and place with letters to be answered.





"ACME"
Shears and Scissors
Will Increase Your Cutlery Sales

The celebrated "Acme" Shears and Scissors are being maintained to the highest standards of materials and workmanship, so that each pair may successfully do its full duty. Every "Acme" Shear or Scissor is made from specially selected cutlery material, properly finished, accurately adjusted and carefully tested.

The hardened, lasting cutting edges on "Acme" goods, together with the splendid quality for the low price, has made the "Acme" brand justly famous.

Let us convince you with a trial order.

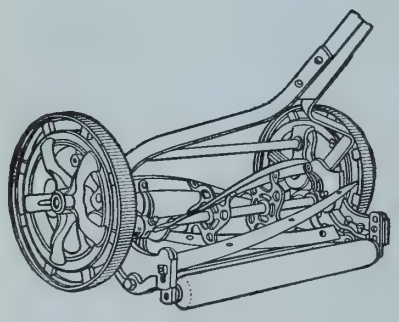
Send for our No. 5 Illustrated Catalogue
"The Scissors Encyclopaedia"

The Acme Shear Co.
BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Capital Stock $500,000

Canadian Agent
Mr. A. J. McCRAE
23 Scott St., Toronto

Eureka Mowers
The Salesmakers

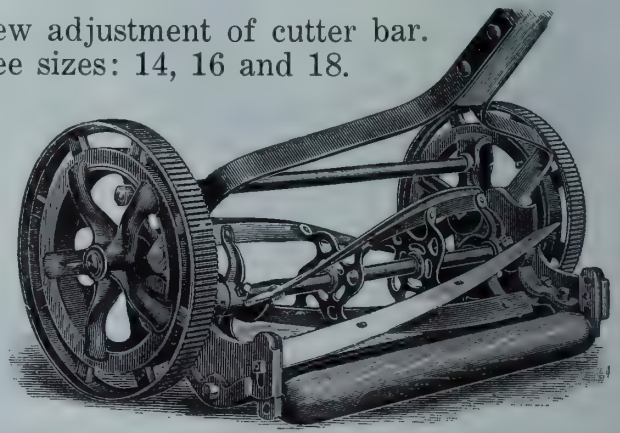


The Garland, Ball Bearing

Open driving wheels, 10 inches in diameter.
Four-blade cutting reel, 6 inches in diameter.
Highest grade ball bearings, accurately made, thoroughly hardened. All adjusting screws are in plain sight.
Micrometer tested, polished balls, protected by dust-proof cap.
Machine screw adjustment of cutter bar.
Made in three sizes: 14, 16 and 18.

The Forest Glen

Driving wheels, 9 inches in diameter.
Four-blade cutting reel, 6 inches in diameter.
Best quality brass bearing for reel shaft. Screw adjustment.
A mower which is built for the hardest service.
Light running.
The raised wheel rim protects the gearing from the dirt.
Made in three sizes: 14, 16, 18-inch cut.



The Eureka Planter Co., Limited
Woodstock, Ontario, Canada

If interested tear out this page and place with letters to be answered.

Imperial Brand
HORSE BLANKETS



IMPERIAL BRAND HARNESS

New Patterns in Jute, Duck and Kersey

This year we are paying special attention to the quality of the **Lining,** and this feature together with the **New Patterns** will make them even better sellers than they have been in the many years past, during which the Hardware and Harness Trade have found them favorite "repeaters."

Our Travellers Are on the Way to You

Ask to See These New Patterns, for You'll Find Them Good Sellers

SAMUEL TREES & COMPANY, LIMITED

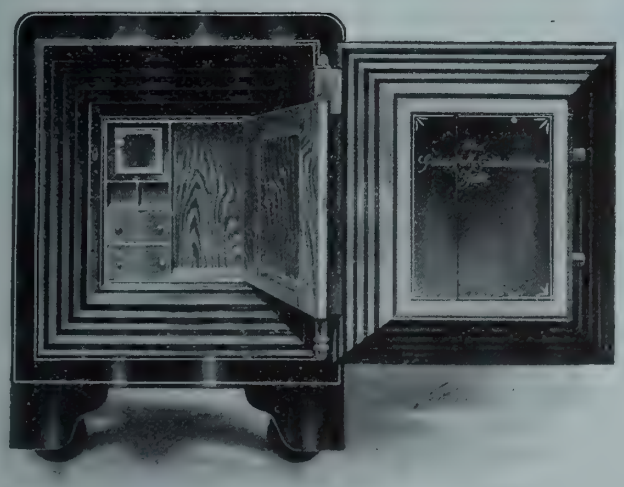
Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. E., Toronto **Mill: Whitby, Ont.**

The Crime Wave Is On The Increase—

Goldie & McCulloch Safes

—Protect Your Valuables



If they are contained in a GALT safe you may rest secure in the knowledge that you have the best protection obtainable. GALT safes are of heavy and solid construction, thus providing the maximum protection against both fire and theft.

Is it not worth while that you insure yourself against the loss of your book accounts, bonds and other valuable papers which, if destroyed, no amount of money could replace? GALT safes and vault doors are made in a great variety of sizes and styles. Our catalog H-32 is yours for the asking.

The
Goldie & McCulloch
Company, Limited

Head Office and Works: Galt, Ontario, Can

Toronto Office: 1101-2 Bank of Hamilton Bldg. Western Branch Office: 248 McDermott Ave., Winnipeg, Man.
Maritime Provinces: E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C.

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The Gendron Mfg. Company, Limited

Makers of

Children's Vehicles

Reed Furniture

Sleds and Sleighs

Bathroom Fittings



Barn Door Latches

Coasters and Express Wagons

Doll Cabs

Automobiles

Velocipedes

The Gendron Mfg. Co., Limited, DUCHESS AND ONTARIO STS. **Toronto**

(*Catalogues Sent upon Request*)



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.

Ask Your Jobber.

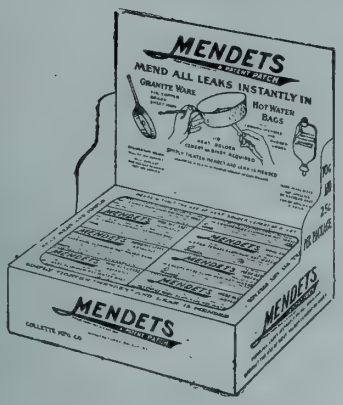
P X H

IMPERIAL

INGERSOLL

If interested tear out this page and place with letters to be answered.

MENDETS
A PATENT PATCH



Thousands of Satisfied Customers

Mendets are backed by the approval of thousands of satisfied customers. Dealers find this household necessity a steady seller that assures repeat sales.

Mendets mend all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang. Orders for Mendets are still pouring in. Millions of boxes sold and still going strong.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them.



What Makes Repeat Sales?

A good salesman can sell any article to a customer once.

The repeat sale must be made by the quality of that article.

To mention to a File user

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

is all that is required.

Their reputation makes the sale.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

FIRE INSURANCE AT COST!

For HARDWARE DEALERS

We charge board rates, collect upon delivery of policy the full premium based on this rate and at the end of the policy year return the saving or dividend. This means "cash premium full legal reserve mutual plan"—the safe way.

Every year since 1908 our Hardware Companies have paid 50 per cent. dividend to policy holders, thus providing protection at exactly half the board companies' cost.

In addition to paying such large dividends the three companies forming The Canadian Hardware and Implement Underwriters increased their net cash surplus (which is the real strength of an insurance company) by $500,000,000 in the year 1920.

We now have:

Net cash surplus, over	**$ 1,800,000.00**
Insurance in force, over	**220,000,000.00**
On deposit with Dominion Government	**150,000.00**

Place your insurance with us now and make the same savings.

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager, 802 Confederation Life Bldg., WINNIPEG

C. W. ATHEY, 127 E. 7th Avenue, Calgary, Alta.

F. A. MARTIN, P. O. Box 137, Colborne, Ont.

I. E. FAIRCHILD, 802 Confederation Life Bldg. Winnipeg.

A. E. ATHEY, 1720 Broad Street, Regina, Sask.

Manufacturers:

The Sheffield Twist Drill & Steel Co.
LIMITED

Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"
Code ABC 5th Edition		

HIGH TWIST SPEED DRILLS



High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS**.

Canadian Agents:

Forrest, Jackson & Forrest

230 Craig Street West

MONTREAL : : CANADA



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

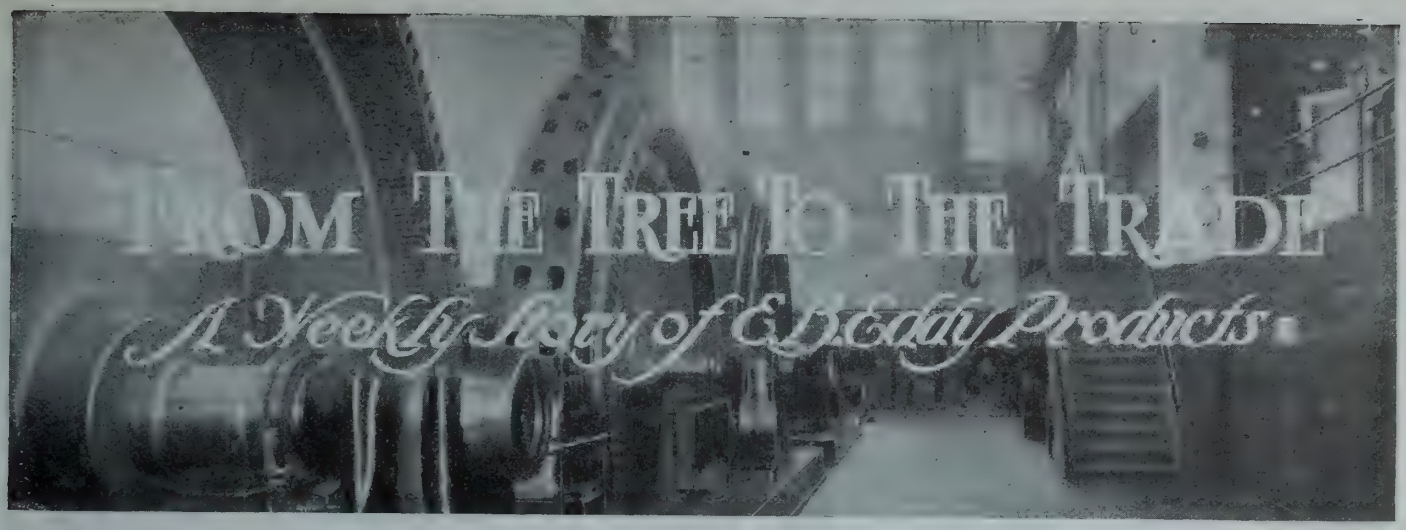
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

If interested tear out this page and place with letters to be answered.



Story for Week Dated Feb. 19, 1921 **Being No. 45 in the Series**

Another Eddy Pulp Product is The Well Known Indurated Ware

ALL the E. B. Eddy Company products of which you have read so far in this series, are made of wood in some form or other. Eddy matches are made of wood which you can easily recognize as wood. The slogan "From the Tree to the Trade" needs no explanation as regards Eddy matches.

As regards the many kinds of Eddy paper it requires a minute's thought to connect the pure, soft or firm, smooth paper with the trees of the bush, but Eddy Company papers are all made of wood which has been pulped and purified by the processes of which you have read. Now comes E. B. Eddy's Indurated Ware. To connect this light, strong, smooth, waterproof material with plain wood of trees may seem at first hard for Eddy Company Indurated Ware is as durable as metal, and far lighter and more lasting. Is this excellent material wood also? Does it come "From the Tree to the Trade," too?

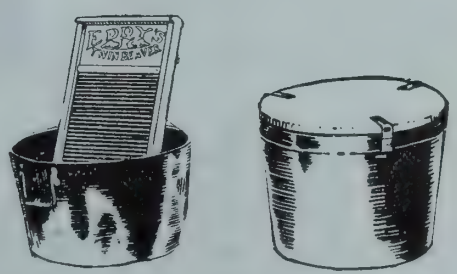
It does, Indurated Ware is made of pure wood pulp. But the processes through which it passes are very different from the paper-making or the match-making processes. As a result of them the product emerges in the form of various useful utensils, pails, butter tubs, barrel covers, flower-pots, pigeon nests, cuspidors, and many other things. In fact there is no limit to the possibilities of indurated ware. Rifle stocks, revolver butts, articles of furniture, boats, and canoes warrant the erection of machinery to manufacture these elaborate articles. Indurated ware as made at the E. B. Eddy plant, is probably the most lasting form of pulp-wood or paper known.

The processes of manufacture involve pumping, pressure, baking, varnishing, polishing, drying, and painting. These will be described in the next article in this series.



Indurated Fibre Ware

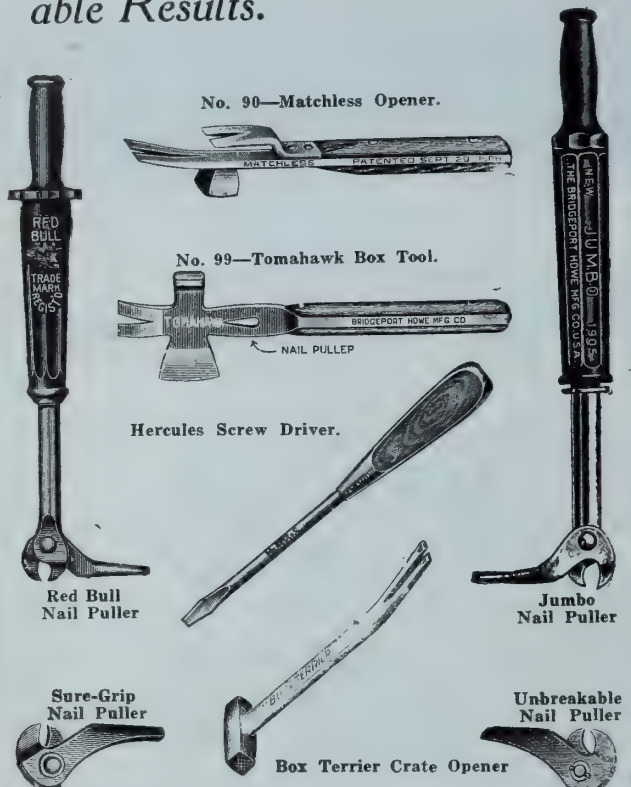
Wash Tubs
Wash Boards
Household Pails
Milk Pails
Fire Pails
Butter Tubs
Cuspidors
Pigeon Nests



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BRIDGEPORT

A Popular Line of Tools that Sell Themselves with Profitable Results.



Send for Complete Catalogue.

Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative: **W. J. Latimer**
122 Hilton Ave., Toronto

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

SECTIONS

ROUNDS, HEXAGONS, HALF-OVALS, LAP-PLATES, RUNNING BOARD TRIMS, DRIP-PLATES, ANGLES, CHANNELS, ETC., IN

ALUMINIUM

DELIVERY FROM STOCK.

Write for booklet, "Hints on Working Aluminium," No. 5.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., TORONTO

Eastern Agents:
Spielman Agencies, Montreal

If interested tear out this page and place with letters to be answered.

BURLAP——

No. IV of a Series

Making Up a Burlap Window

It's easy; this plan is only suggestive:—

Take several rolls of oil-coated burlap and place on end in front of background. Rolls should be untied and a yardage extended toward the glass—of each shade.

Where yardage is shown, place a square, round or diamond-shaped card, neatly lettered—"Decorative Wall Burlap, White—may be finished in any desired tint." Use other cards for as many rolls as are shown. Then letter a large card for display in centre, placing this on raised easel or suspending from ceiling.

In addition to this it is possible to add other features, such as cutting off a yardage of goods and making up into different shapes.

If one has only a limited quantity of the goods it is well to unroll several yards and make up into attractive shapes. Always use plenty of well-lettered cards stating what the product is, what it will do, and how moderately-priced it is.

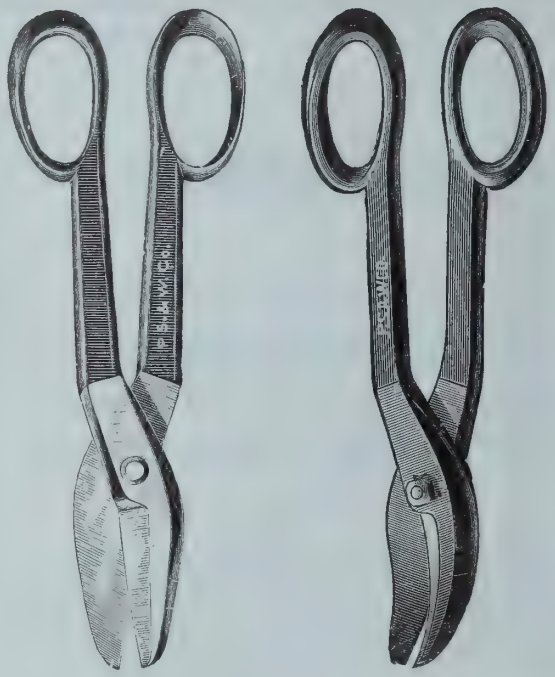
Plan to make this a BURLAP YEAR—Make More Profit

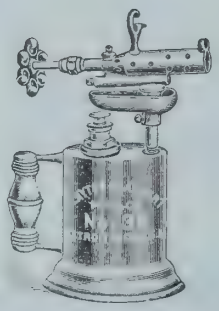
Dominion Oilcloth & Linoleum Co., Limited

Montreal Canada

If interested tear out this page and place with letters to be answered.

Keep Close to Your Customers





A good building year is ahead of us with plenty of roofing work. Do not be satisfied with the orders that casually come to you —*create* new business.

Display in your windows

PEXTO

SNIPS

They are fully guaranteed.

Carry ample stocks and sell every customer. Many mechanics will need new outfits in the spring, so get ready to go after this business aggressively.

Blow Torches,
Soldering Irons,
Solder,
Galvanized Iron
and Tin.

Orders are filled promptly.

HALF & HALF SOLDER

CAVERHILL, LEARMONT & CO.

MONTREAL

Established

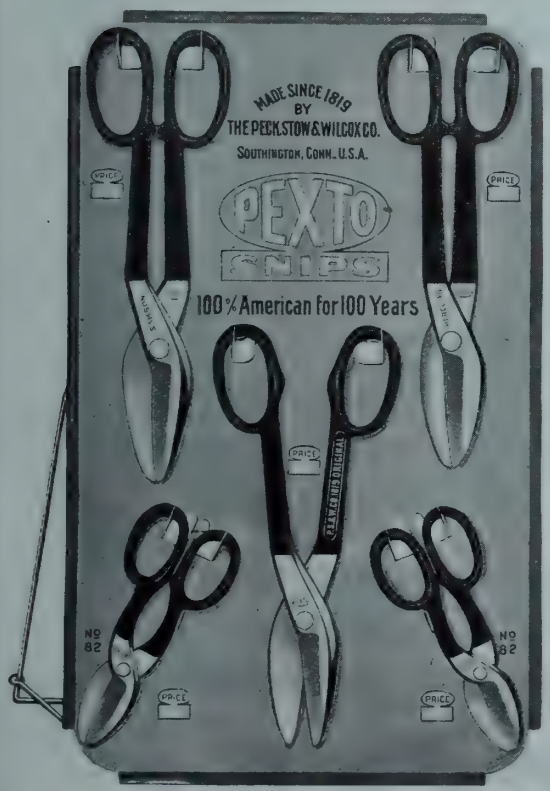
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100 Years of Successful Snip Manufacture

Doesn't that mean something to you?

Think what a century of experience and reputation back of the tools you sell means. And today we maintain that same high standard of workmanship and quality which made PEXTO SNIPS famous for so many years.



No detail of design or manufacture that would add to their usefulness is omitted.

Pexto Snips are made in twenty-five styles and various sizes which cover every type of practical snip. The line is complete and easy to sell.

The Snip Display Boards will increase your sales without adding to your sales costs. They make an exceptionally attractive display for windows as well as the counter.

The Lyon (shown above) is an unusually popular snip. It is made to cut circles and scrolls, but can be used as a regular snip. The blades are rounded and sharp pointed, making delicate work possible. Made in four sizes.

Send for a supply of our Snip Booklets—a 16-page pamphlet describing our line of Snips. We will gladly imprint them with your firm name and address.

Let us tell you more about Snips and our complete line of Mechanics' Hand Tools and Builders' Hardware as shown in our No. 20 Catalog. You will find it full of interesting and instructive details.

Pexto goods can be obtained through representative Canadian jobbers.

PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.



Good Tools Make Satisfied Customers

It is generally admitted that Disston Levels cause less trouble from warping than any others. They are made from specially treated hardwood stock,—wood that has been scientifically cured in the Disston plant, so treated as to allow the least possible warp.

Then, too, Disston has developed the easiest and most positive level adjustment on the market. The turning of two small screws enables anyone to true up the bubble. This is a most simple arrangement to offset the invariable slight variation due to heat, cold, dampness, etc. The adjustment is solid when set, and there are no springs to allow an annoying inaccuracy.

Write us for information on levels. It will mean more sales for you.

HENRY DISSTON & SONS, Limited
TORONTO, CANADA
Branch: Vancouver, B.C.

DISSTON
SAWS AND TOOLS

If interested tear out this page and place with letters to be answered.

The Thor 75

Automatic Electric Ironer

The Fastest Selling Ironer on the Market

Automatic Control—No hand or foot levers

Two-Speed Roll

Self-Aligning Shoe

Large Swivel Casters



Collar and Cuff Attachment

Four-Position Shoe

Direct Drive—no belts

Light Weight

Easy to Install

The 100% Ironer—Irons Everything

The last word in Electric Ironers. It will sell as easily as the Electric Washer. It will place your ironer business beyond all competition.

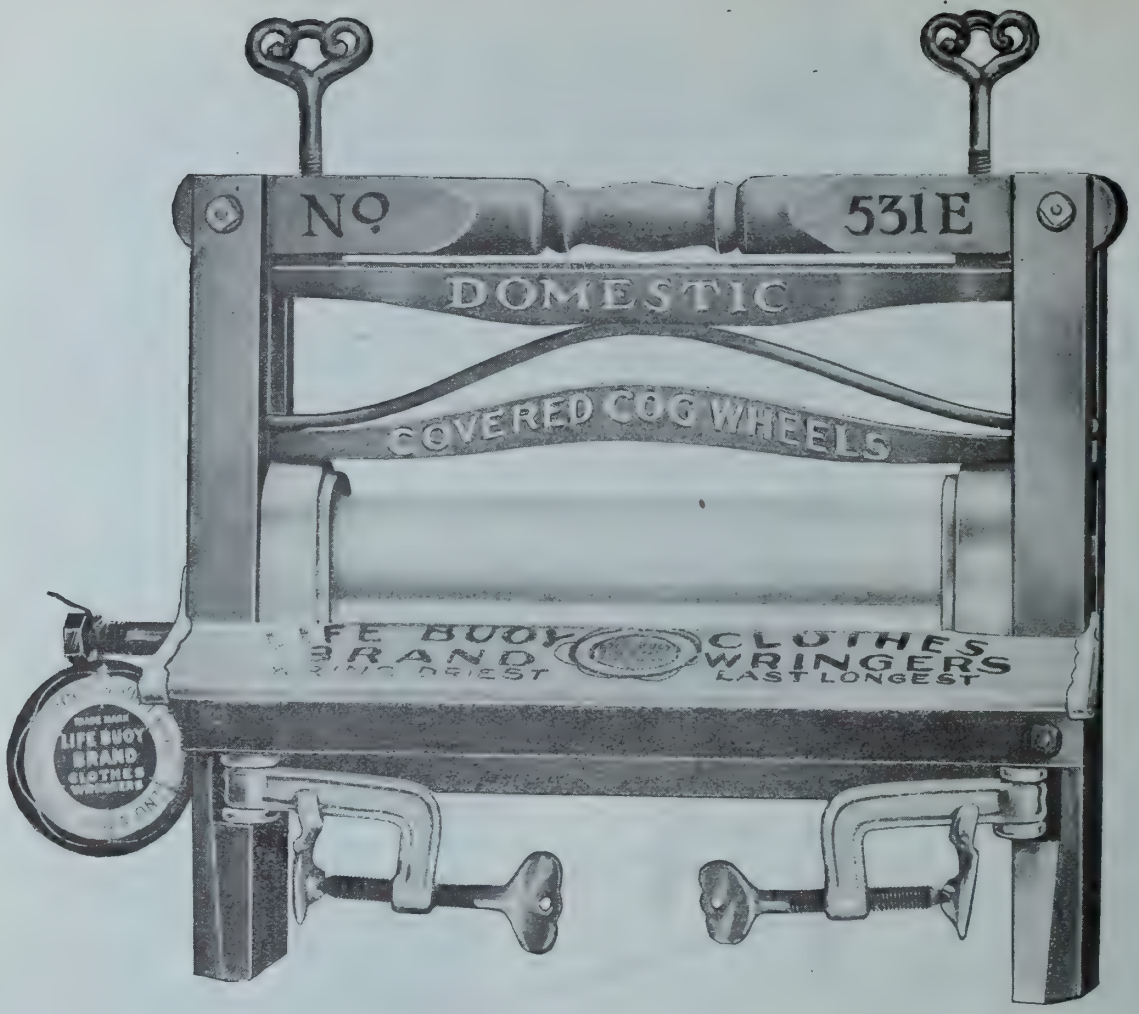
Read the specifications above. They offer material for the most compelling sales talk ever given on an electric ironer.

Write us now for prices and discounts.

Hurley Machine Company, Limited

413 Yonge Street, Toronto

If interested tear out this page and place with letters to be answered.



CLOTHES WRINGERS

Speed up your Clothes Wringer sales by an attractive display of CONNOR Wringers. Write us for Complete Catalogue and Prices on Washers and Wringers. Manufacturing these lines since 1875.

J. H. CONNOR & SON, LIMITED

OTTAWA - ONTARIO

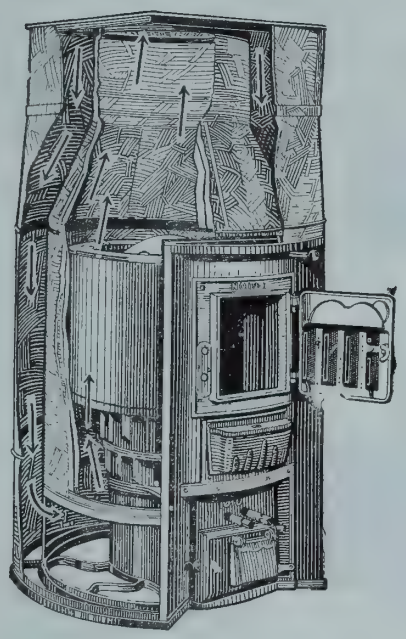
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BANNER PIPELESS FURNACE

The plan or age of the house makes no difference when installing a Banner Pipeless. The Banner is neat and trim, doing away with the old-style, unhealthy clutter of overhead pipes; it heats the entire house comfortably, from one large register. The Banner burns either coal or wood, and the large firing door makes it the ideal furnace for burning wood. The Banner practically runs itself, it can be cleaned without raising a dust, has easy working grates, doors that fit, smoothly working dampers, and the water pan is conveniently located. More heat with less waste and less fuel is a statement we can back which may satisfy customers.

The Galt Stove & Furnace Co., Ltd.

Galt, Ontario



The Arrows Show the Way

The Banner Pipeless has many improvements over other pipeless furnaces. The Banner has two casings. The inner one is a triple casing—tin on the inside, galvanized iron on the outside with a sheet of asbestos between, making complete insulation between the cold air duct and the warm air chamber. This cold air duct around the furnace prevents radiation of heat in the cellar, the outer casing taking the place of the usual cold air flue. The warm air rises directly to a large register over the top of the furnace. This register is divided into two parts, the centre part serving as a warm air register, and the outer part acts as a cold air register, drawing the cold air down the flue formed by the outer casing. The outer casing is always kept cool by the outer cold air flue, thus making it possible to store fruit and vegetables within six feet of the furnace, without the aid of partitions, all the warm air going above the furnace and floor—where it belongs.

The Banner assures your prospects a warm house and a cool cellar.

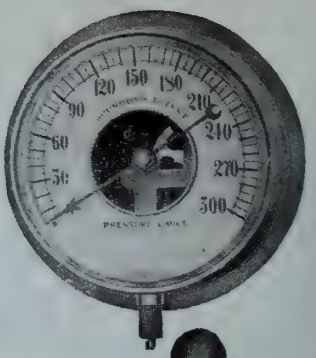




FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 269 Richmond St. West, Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

Canadian Dollars Spent in Canada

will keep Canadians in employment. Canadian dollars spent outside Canada will cause unemployment here.

Which Are You Doing ?

100 per cent. VALUE—Your Canadian Dollar will buy 100 cents' worth of quality in Canada, but a dollar which is only worth 85c cannot buy 100 cents' worth of quality in imported goods.



Cane's Canadian Assortment for Counter Sales

Put in a good striking window-display of these Canadian-made Pencils.

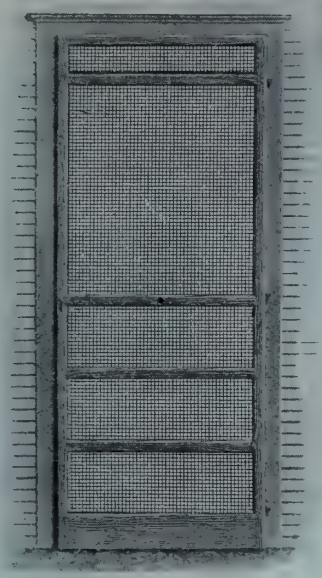
NO DUTY Better Quality NO EXCHANGE
Order from your jobber, he has them or can get them for you.

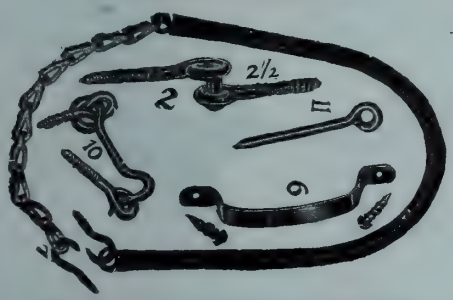
The Wm. Cane & Sons Company Limited

NEWMARKET, CANADA

Manufacturers of Lead Pencils in Canada Completely

If interested tear out this page and place with letters to be answered.





"KASEMENT"

TRADE MARK

identifies

"Kasement" Screen Doors

and

"Kasement" Screen Door Hardware

MR. DEALER:

If you have not yet ordered your screen doors, we advise doing so at once. If you want the easiest-fitting, lightest and strongest screen doors on the market order "Kasement." Once a householder has used a Kasement door he will have no other.

We also sell "GALVANOID" WIRE CLOTH and carry a stock of all widths.

KASEMENT SKRENE DORE CO.

269 West Richmond Street, TORONTO

"T. F." Cobbler Sets and Outfits

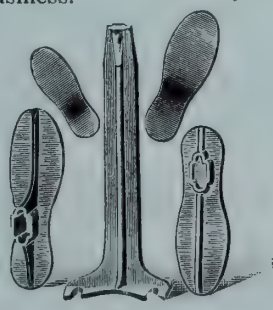




This is a good seller, to-day. With the present high cost of boots and repairs, there is every inducement for home repair work.

"T.F." Cobbling Sets are soundly made, best quality material used, carefully packed, ready for immediate shipment. "T.F." quality never fails to satisfy your customers and build permanent business.

Write us for prices and other details. See our catalogue for complete lines.





Taylor-Forbes Company, Limited

Head Office and Works:

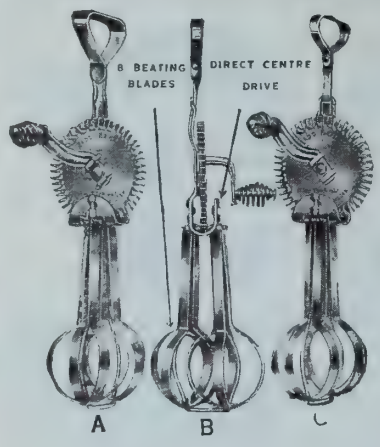
GUELPH

TORONTO MONTREAL VANCOUVER

Hamilton London Windsor Ottawa

Winnipeg Regina Calgary Quebec St. John Halifax

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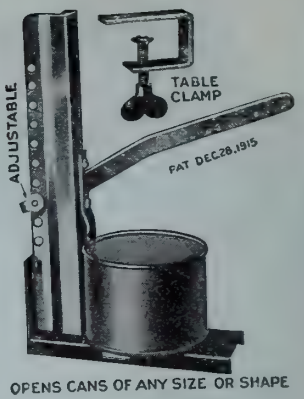
Make 1921 a Banner Year

This Can Only Be Done Through Goods of Quality

LADD ALL-STEEL BEATERS

3 sizes for all requirements

Are POSITIVE LEADERS IN U.S. Handled by every store paying attention to QUALITY : some 30,000. Not of the knick-knack variety. Canada is through with jim-cracks for good and all.



OPENS CANS OF ANY SIZE OR SHAPE

Your own slogan: VALUE, QUALITY, SERVICE, SATISFACTION is expressed in these 4 and **no housewares stock is complete without them.**



LADD ALL-STEEL BEATERS
LADD MIXER-CHURNS
SATURN STATIONARY CAN OPENER
SATURN REELS

JOBBERS the world over and US.

Be sure to get from your jobber or WRITE US DIRECT. Carry always.



United Royalties Corporation

1133 Broadway, New York



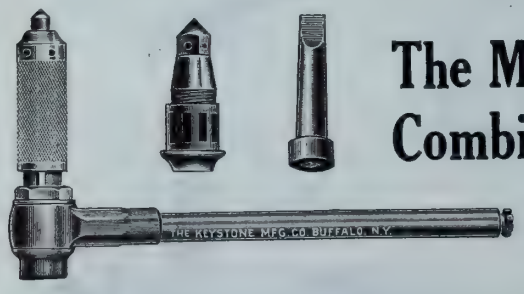
Sharp Tools an Aid to Piety

Sharp tools are necessary for good work. Lots of impatience, bungling work and perhaps—profanity—could be prevented if tools were kept sharp.

Why let your customers go without sharp tools or borrow their neighbor's grindstone when they can buy one of their own for a few dollars?

"Grind your axe in the morning"
Do it on your own "CLEVELAND"

THE CLEVELAND STONE COMPANY - Cleveland, Ohio



The Most Popular Ratchet Combination

The "Keystone" **Reversible** Ratchet Combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

"KEYSTONE" Drilling Post or "OLD MAN"



The Keystone Manufacturing Co., Postal Station "B," Buffalo, N.Y.

If interested tear out this page and place with letters to be answered.

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on any product is the identifying mark of a quality article. Barrett products are fast sellers because they insure customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40 gallon barrels.

Everlastic "Rubber" Roofing



This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply (light weight), 2-ply (medium weight), and 3-ply (heavy weight), in rolls containing 108 square feet. Nails and cement are packed with each roll.



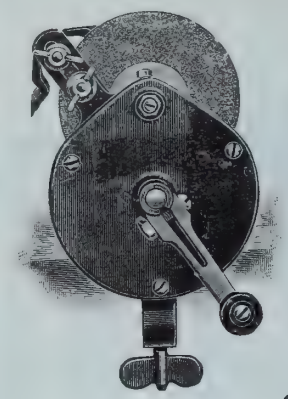
A typical farm building showing effect secured after covering with Everlastic "Rubber" Roofing.

WINNIPEG VANCOUVER HALIFAX, N.S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.

If interested tear out this page and place with letters to be answered.



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

MADE IN CANADA
UNIMECO WROUGHT WASHERS



Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Sure! - - - - - It's Right if the Empire Says So

Absolute dependability, that is the big feature back of the

Empire Adjustable Aluminum Level

A series of exacting tests gives it an accuracy that is reliable. Workmen have come to accept this wonderful tool as the standard of authority—the last word in levels.

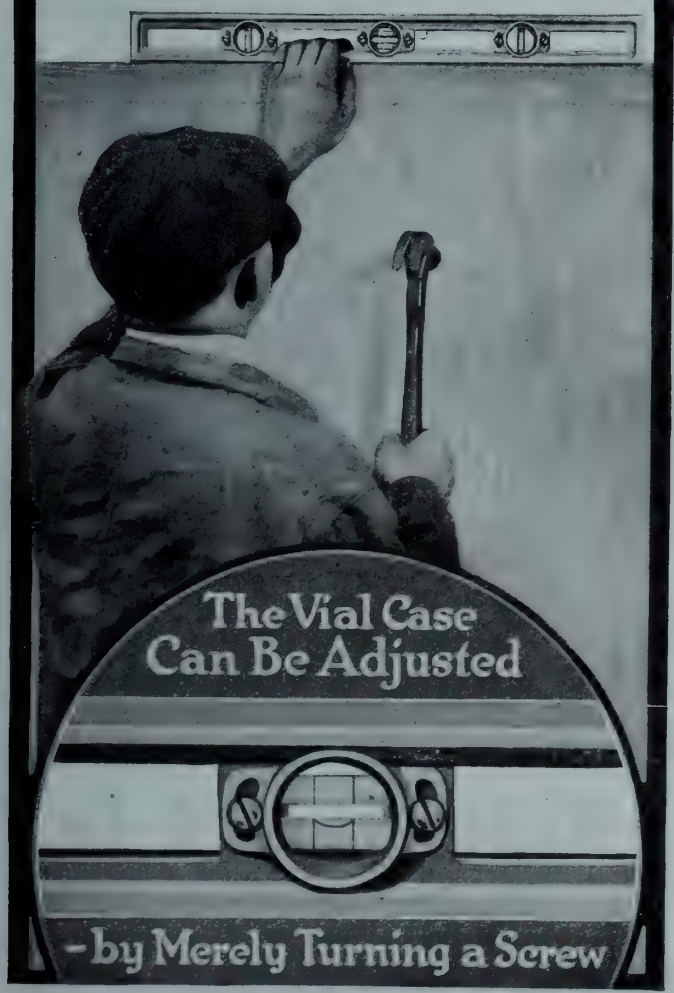
The adjustability of the vial case gives it double the usefulness. It levels off pitched as well as straight surfaces.

The level is made of a special process aluminum alloy to give it extra durability. It is light in weight and easily handled. Send for catalog.

Empire Level Mfg. Co.

313 First Ave. **Milwaukee, Wis.**

Manufacturers of a complete line of wood and aluminum levels, hawks darbies and floats



Butler's **FAMOUS SHEFFIELD CUTLERY**



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

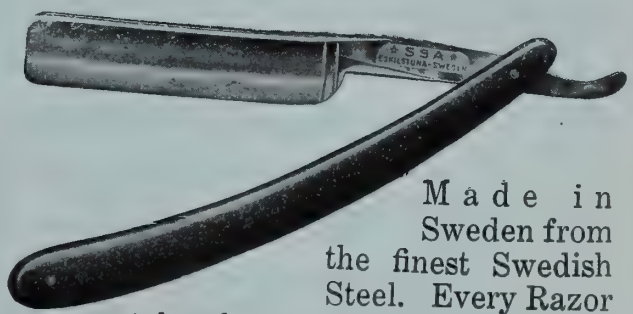
GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

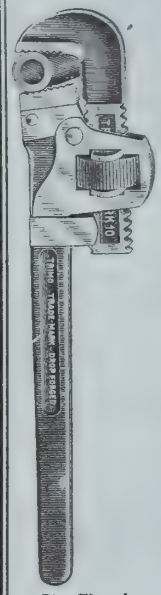
Swedish Steel Forging Co.

SWEDEN

If interested tear out this page and place with letters to be answered.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)



The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench

Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS



Extension Ladders

Satisfied Customers

Painters, Builders, Contractors, etc., are all your prospects for these efficient ladders.

Our extension ladders are a high-grade product. Light, yet durable, safe and easy to handle.

Service-built ladders that make sales and new customers.



Stepladders

Sure Sellers

Stratford Stepladders are made of selected B.C. Fir, carefully and strongly built. Stratford Stepladders make satisfied customers—customers that bring repeat business. Built for service and sell on quality merits.

We also manufacture Stepladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards.

Write for our catalogue D of wood products.

The Stratford Manufacturing Co., Limited

Stratford, Ontario



Over $10,000,000 In Annual Sales of Hoyt Mixed Metal!

Are You Sharing In This?

Hoyt Metals are in demand because they are insurance to owners of valuable machinery, a source of satisfaction to engineers and splendid business builders for the merchant.

Look over your neighborhood—the factory, the publisher, the printers, the newspapers, tinsmiths and a host of others are your customers.

Make the most of it—write us.

Hoyt Metal Company

Montreal TORONTO Winnipeg

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.



"Apollo" Railroad Milk Cans

The outstanding feature of these cans is their more than ordinary durability. In addition to the "Davidson Quality," which in itself is a hallmark of satisfaction, these R. R. milk cans are made of the very finest tinned steel.

Strengthened with a hoop of heavy section iron, 1½"x¼", fitted on bottom to inside of body — giving extra protection where it is needed most.

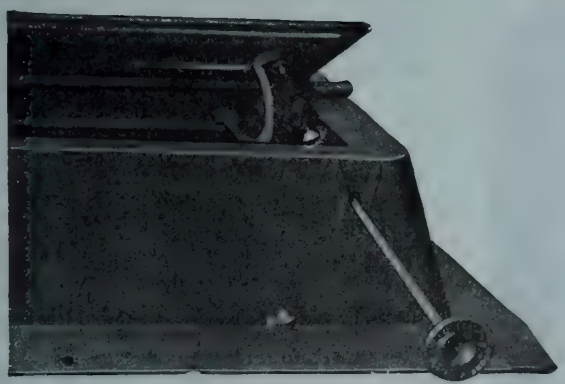
Seamless necks and dome or seamless covers. This leaves no joints where milk can lodge and sour. Made in five sizes—4 to 10 gallons.

Information and Special Catalogue on Request.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot.

DAVIDSON



QUALITY *SERVICE*

THE BON LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited · **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

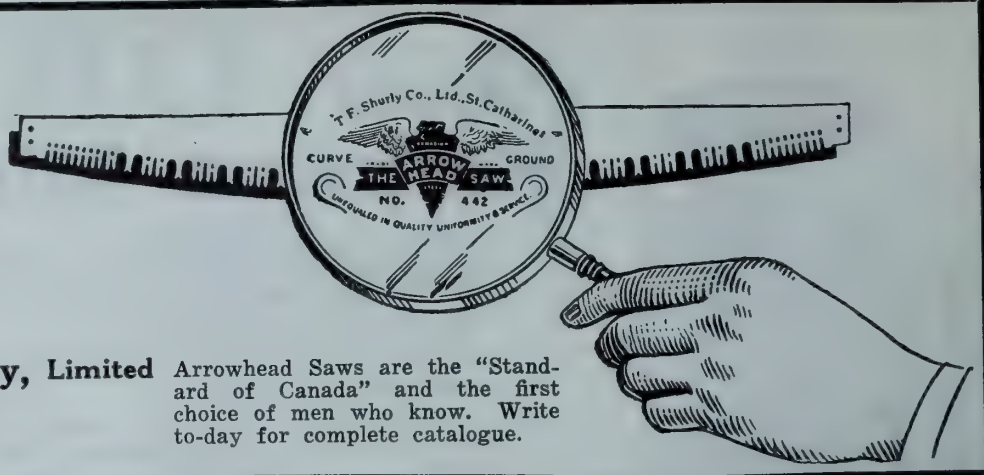
Bolts	Fence Staples	Smooth Steel Wires
Nuts	Wood Screws	Tinned Mattress Wire
Rivets	Fine Wires	Bar Iron and Steel
Spikes	Wrought Pipe	Rounds
Wire Nails	Nipples	Squares
Twisted Steel for Reinforcing		Flats

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

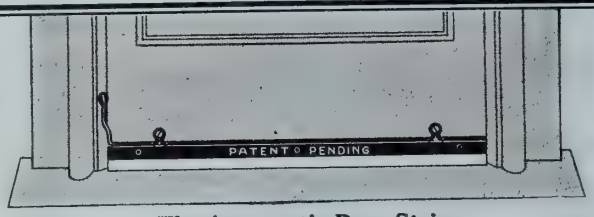
ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

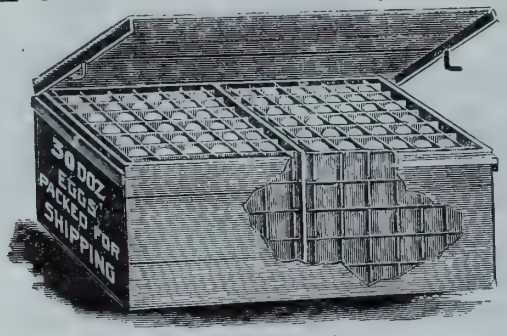
815 Queen St. West, Toronto. **Phone Adel. 3889**

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.**
2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.
3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.
4—Fan flywheel cools cylinder; increases capacity.
5—Inspectable valves, light weight, large area.
6—Valves cannot drop into cylinder and wreck machine.
7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.
9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.



Welded Steel Pressure Tanks

For Air, Gas and Liquid

We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

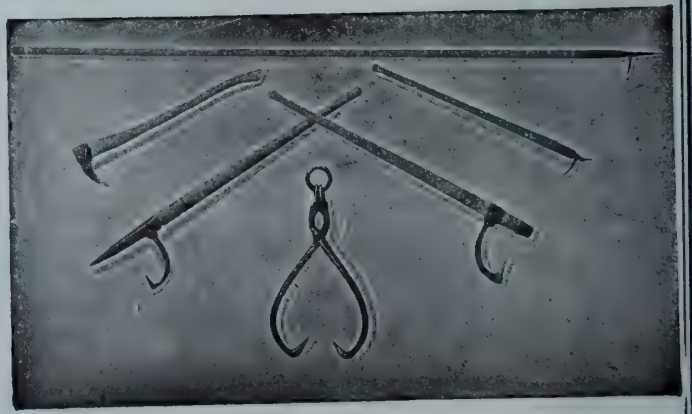
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.

THE COLONIAL-MAID

BlueBird
ELECTRIC CLOTHES WASHER

Now Being Distributed Through Jobbers

Have you secured your BlueBird license? Many of the leading hardware and electrical jobbers of the Dominion are realizing real profits and placing themselves in a dominant position through BlueBird.

Not a Luxury—but the Greatest Home Necessity



Retail dealers in territory already allotted have quickly established a profitable and growing BlueBird trade, and are enthusiastic about the possibilities held by this greatest of all Electrical Household Appliances.

Our new jobbing arrangement will take over all dealer connections, which will be handled through a highly localized distributing system, ensuring prompt deliveries and individual attention.

Mr. Dealer—Have you secured your retail selling license from your jobber? If not, make application at once and

BlueBird represents a De Luxe product, built of superior materials to meet the requirements of the woman in the home. The ALL COPPER tub, operated on the oscillating principle, affords the quickest, simplest, smoothest and most efficient method of accomplishing the household washing.

Get Your Share of BlueBird Profits

The sales organization of Appliances Limited affords to BlueBird jobbers and dealers the expert services of a thoroughly trained staff of re-sale representatives. Arrangements now perfected covering deferred payment sales to consumer will interest every present or prospective BlueBird dealer. Write to-day for details.

Buy a BlueBird and rap the rate of exchange.

APPLIANCES LIMITED

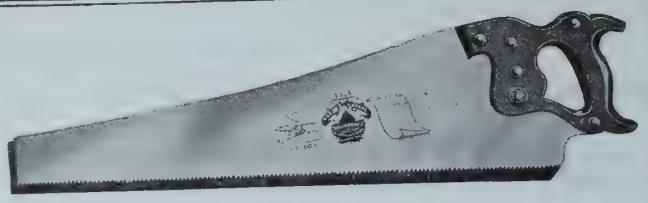
Remember, Bluebird is all Canadian Made, not just assembled in Canada.

Sole Selling Agents in Canada for BlueBird Corporation, Ltd.

304 Montreal Trust Building
WINNIPEG, MAN.

Aladdin Bldg., King and Simcoe Sts.
TORONTO, ONT.

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MAPLE LEAF SAWS

No. 54 Lance Tooth Pruning Saw

Buy All CANADIAN MADE Goods

Just the Saw for Spring Trade! Fine teeth near the point, and the fast, clean-cutting lance tooth on the rest of the blade make it suitable for the smallest twig or the largest branch. Made of Jessop's best steel. Reinforced handle. Large, easy grip.

Shurly-Dietrich Co., Ltd.

Galt, Canada

See our catalogue for other styles of Pruning Saws.

1921 A Building Year



Casement Fastener No. 200

Indications from all sources, and strong opinion in the hardware trade, promise a good building year. The readjustment of the supply and demand of homes must come. Watch 1921.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Ask For Information

The Stratford Brass Company
Limited
Stratford, Ontario



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

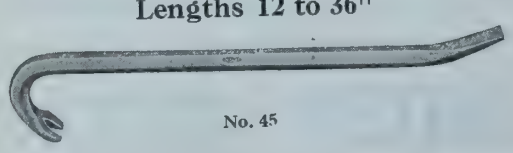
A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

Carpenters' Bars

Lengths 12 to 36"

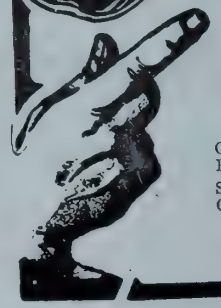


No. 45

The demand for this kind of tool is amazing. It is not limited to the craft but is used in every home.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

If interested tear out this page and place with letters to be answered.

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Examine the Grain!

A properly alloyed babbitt has a perfectly uniform grain.

Break a bar
of the babbitt you are using—

If you find the grain irregular—if it shows a mixture of fine and coarse particles—if it shows a separation of layers—one dark and one light in color—

then you may know

that it is poorly alloyed—and that you can get far better wear from

Lionroyal

produced by the STANLEY PROCESS of alloying.

Lionroyal is clean—uniform—dense grained—and durable.

It is copper-hardened and tin-toughened. Bearings lined with it carry the load evenly—every inch of bearing surface equally durable.

It has no hard spots of copper or antimony, because the hard elements are thoroughly and uniformly amalgamated with the tough elements. This fact bespeaks steady service and long wear.

Write for booklet "AB" to know more about pouring and using Babbitt.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

It Pays To Buy Good Tools

The Vaughan & Bushnell Dependable Tools

FOR carpenters, machinists, engineers and blacksmiths are tools of Quality. Leaders in their fields.

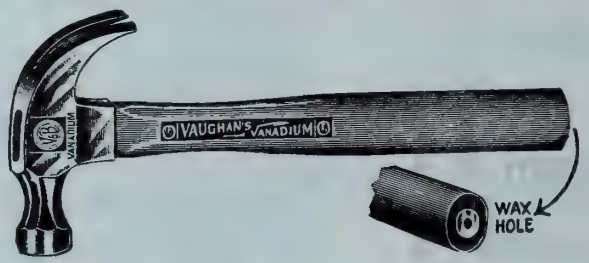
For over 50 years Vaughan & Bushnell Manufacturing Company has been making fine tools. Its product, made on the latest machinery by most modern methods, is controlled in material, workmanship and tests by laboratory specifications. Uniformity of quality is assured.



Ball Pein Hammer



Bell Face Nail Hammer



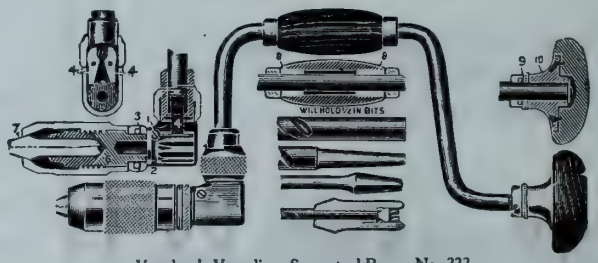
This is one of an extensive line of 28 hammers. Each is a leader in its class. Constant pounding proves the quality in a V & B Hammer.

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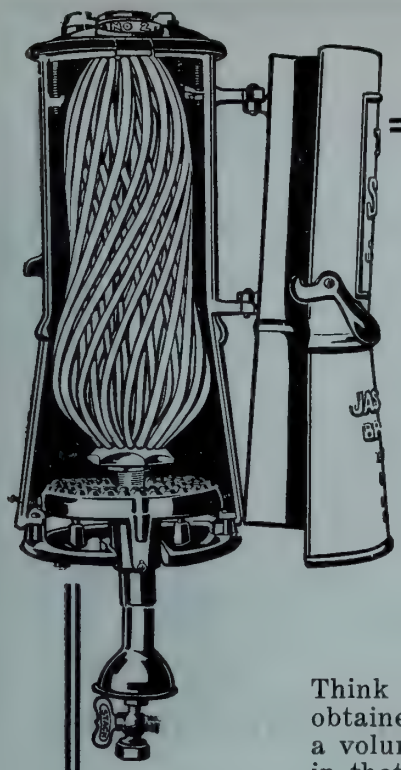
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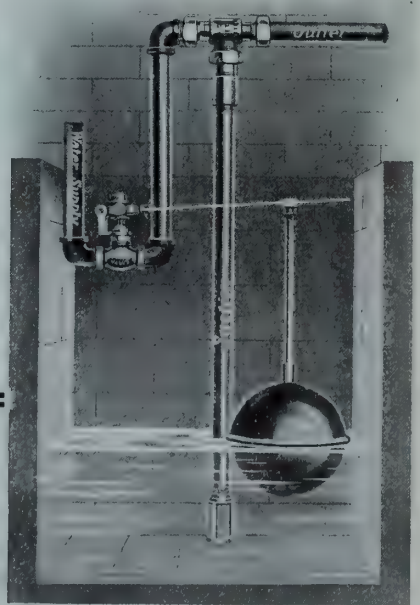
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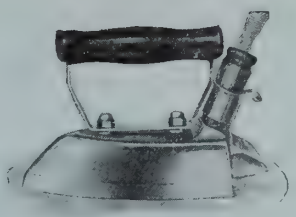
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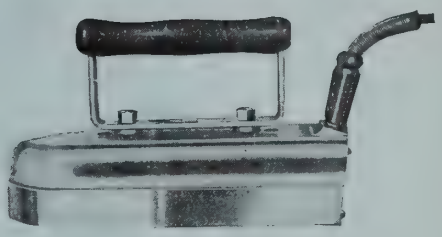
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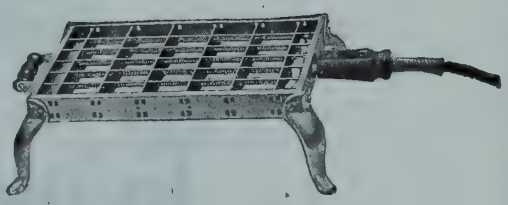
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, FEBRUARY 19, 1921 No. 8

CONTENTS

Interesting and Instructive Convention 61
Business Must Now "Hit on all Four" 62
Merchants and Government in Closer Touch 63
The Retail Hardware Outlook 64
Outlook from Wholesalers Standpoint 65
Secretary's Report—Executive Committee Report 66
Conception of Duties of Association Secretary 67
Plymouth Cordage Co. Film 68
Permanent and Sane Reductions From Work and Devotion to Business 69
The Iron and Steel Outlook 70
Address by S. H. Alexander, Wood, Alexander & James 71
Closer Co-operation Between Manufacturer and Retailer 72
Strategic Loss Will Pave Way For Effective Offensive 73
Mutual Insurance For Retailers 74
75% of Nation's Assets Need Paint Inspection 75
A Game of Cards 76
Protest Legislation re Arms 78
The Winchester Store Plan 79
Building a Co-operative Business 81
Editorial Comment 81
Western News 87
Events in The Trade 88-89
Weekly Hardware Markets 91-130
Selling Service Instead of so Much Paint 131
Brush Department 134
Weekly Paint Markets 138

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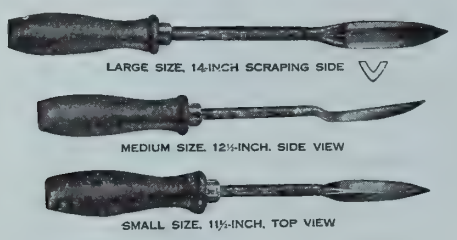
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Canada's National Hardware Weekly

Hardware and Metal

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Interesting and Instructive Convention

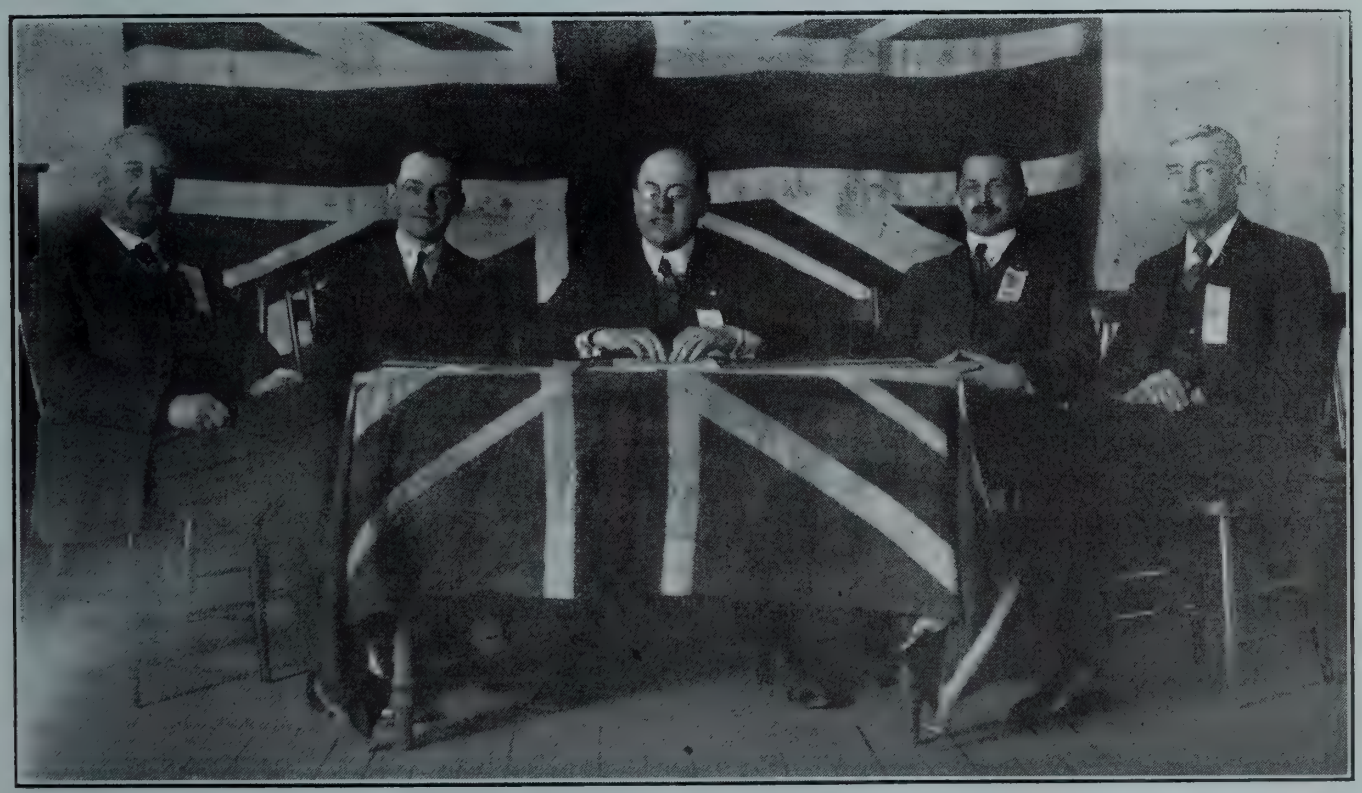
Imminence of Legislation Affecting the Trade and the General Condition of Business Provided Many Important Topics for Discussion at 16th Annual Convention of Ontario Retail Hardware Association in Hamilton

THE advantages of a convention of merchants to discuss trade matters of interest was very clearly demonstrated at the sixteenth annual convention of the Ontario Retail Hardware Association held in Hamilton from Monday until Friday of this week. The program was a comprehensive one, containing many addresses from prominent manufacturers and wholesalers representing various hardware products, and addresses from retail merchants. The social side of the proceedings was at all times well looked after and sufficient diversion provided so that the deliberations would not be too strenuous. Much more attention was given the arrangement of booths at this year's convention and many interesting and instructive hours were spent by retailers in visiting these exhibits and conversing with the representatives of the seventy-odd firms who had booths.

Oppose Recent Legislation

Owing to general conditions of trade and in view of the imminence of governmental legislation affecting the hardware merchants, the action taken at this year's convention was watched with close interest. Opposition to the recent legislation regarding the sale of arms and ammunition was made, and the hope was everywhere heard that the counsel of experienced business men would be taken into consideration by the Government this year in framing new tax and tariff policy.

An optimistic note was sounded in the addresses dealing with various branches of the trade, but the necessity of allowing the readjustment process to continue gradually until it has affected every line and fully shaken out all superfluous inflation was emphasized. A policy of forgetting that there is any different aspect to business to-day and of buckling down and discouraging customers from any talk of depression was thoight to be the best and quickest way to bring about a return to normal conditions.



CALLING THE FIRST BUSINESS SESSION OF THE CONVENTION

This group was snapped at the convention in Hamilton this week, and shows the 1920 officers of the association as they called together the first business session of this year's convention. From left to right—G. A. Binns, Newmarket; Nelson Mills, Hamilton, the new president; Ed. Wanless, Chatham, retiring president; W. F. Macpherson, Prescott, secretary; John Caslor, Toronto, treasurer. George May, Toronto, and F. B. Smith, Belleville, were not present when this picture was taken.

Business Must Now "Hit on All Four"

Timely Advice From Representatives of Manufacturers and City Council at Opening Session of Hardware Convention—"Buy in Cold Blood and Sell With Enthusiasm"—Visit Wood, Alexander & James Warehouse—Much Interest in the Exhibits

A GOOD representation of hardware retailers, representatives of wholesale firms and manufacturers were on hand at the opening of the first business session of the convention in the hall at the Armories on Tuesday morning. A social evening was held on Monday following the registration of members. In the absence of the mayor, Controller Davis extended a hearty welcome on Tuesday morning and emphasized the advantages of meeting together for an exchange of ideas. "Co-operation is needed in this country now," said Controller Davis, "and I congratulate you upon the objects you have in view. The retail trade of this country can be of vast service to Canada at this particular time." Reference was made by him to the importance of urging the purchase of Canadian-made goods wherever possible and he concluded with a reference to the fact that the pinch of the reconstruction period is now being felt and that attention must be given to the question of reducing costs and promoting production. President E. Wanless replied expressing the appreciation of the association members for the warm welcome extended.

Welcomed by Manufacturers

Speaking on behalf of the manufacturers of Hamilton, C. A. Smith, secretary the Frost Steel & Wire Co., extended a cordial welcome to the merchants to the city and expressed the hope that full advantage would be taken of the opportunity to visit the plants of local manufacturers. Mr. Smith dealt briefly with trade problems confronting all branches of the hardware business, as follows:

"In the sixteen years of your association this convention will call for the most serious consideration of problems of merchandising that you have had. World conditions to-day are such as have not been experienced in the lives of most of us and if ever there was a time when co-operation was needed that time is to-day. This is a time when the machinery of business needs to "hit on all four" if we are going to market our goods with a profit.

"It was said at a convention recently held that the trade should 'buy with enthusiasm and sell in cold blood.' To-day this must be reversed. We must buy in cold blood and sell with enthusiasm. Advertising for some years has been looked upon as a good way of getting rid of excess profits, but to-day we need all the enthusiasm we can command as individual dealers. We must make the best use of our advertising and our personal contact with our customers. Now is the time for the utmost co-operation between you men who sell to the consumers and we who manufacture much of the goods you are selling. It is no time for suspicion. Remember, united we stand, divided we fall. In these days of crisis the manufacturer needs your support more effectively than in the past. Manufacturers, as a body, are in position to serve you and to serve you well, and if there is the co-operation there should be there is no reason why conditions cannot improve and a bright day dawn. A great deal of the pessimism has been in our minds and not in our country. People in Canada are in position to pay for goods and to pay cash for them. The more we talk hard times the harder times will be. Let us believe that the people must have our goods and let us put a little enthusiasm into our efforts."

Reports

The president's address, secretary's report and treasurer's report as reproduced in full elsewhere in this issue were thereupon presented and referred to a resolutions committee on motion of George May, Toronto, seconded by Messrs. Hawkins, Smiths Falls, and Long, Walkerville. President Wanless appointed a resolutions committee consisting of Messrs. Hawkins, Long and Wallace. The auditors' report by Messrs. J. D. Mathewson and J. D. Peacock was also received.

Visit Wood, Alexander & James Warehouse

The splendid new hardware warehouse of Wood, Alexander & James, as recently described in Hardware and Metal, was visited by the delegates at the conclusion of the morning session. A hearty welcome was extended by Messrs. S. H. Alexander and G. F. James, and care was taken to explain every detail of the modern facilities provided in the warehouse. The delegates were shown through very department of the building and much interest was taken in the weighing machines, chutes, freight elevators, facilities for providing the office and warehouse staff with the best ventilation, etc. Considerable time was also spent in the iron warehouse, where special facilities for handling heavy stock, such as transveyors, railway sidings into the warehouse, etc., were examined with interest.

Much Interest in Exhibits

Tuesday, Wednesday and Thursday afternoons were spent by the delegates in visiting the seventy odd booths in the Armories. Full advantage was taken of the opportunity of meeting in person the representatives of many of the firms whose lines are handled by the merchants. Aided by the strains of catchy music from the orchestra, the social at-

Continued on page 129

OFFICERS FOR 1921-22

The following officers were elected by acclamation at the Tuesday session set aside for nominations:

PRESIDENT NELSON MILLS, HAMILTON, proposed by W. A. Rankin, Ottawa, seconded by R. Hawkins, Smiths Falls.

VICE-PRESIDENT, GEORGE E. MAY, TORONTO, proposed by R. Hawkins, seconded by Mr. McGregor, Oakville.

SECRETARY, W. F. MACPHERSON, PRESCOTT, ONT., proposed by F. B. Smith, Belleville, seconded by M. Phillips, Toronto.

TREASURER, JOHN CASLOR, TORONTO, proposed by M. Phillips, Toronto, seconded by Mr. Lake.

EXECUTIVE COMMITTEE:—F. B. Smith, Belleville, proposed by Mr. McGregor, Oakville, seconded by R. Hawkins.

R. HAWKINS, SMITHS FALLS, proposed by Mr. McGregor and seconded by Nelson Mills.

WALTER BELL, BEATON, ONT., proposed by G. A. Binns, Newmarket, seconded by George May, Toronto.

(Mr. Joy, Toronto, withdrew his nomination).

AUDITORS:—GEORGE MATHEWSON and J. W. PEACOCK were re-elected on motion of Mr. McGregor, Oakville, seconded by W. A. Rankin, Ottawa.

Merchants and Government in Closer Touch

This Condition Much Desired in View of Important Problems Now Facing Trade—Advise Trade to Watch Trade Papers Closely —Brisk Season Ahead

Address of President J. C. Wanless before 16th annual convention Ontario Retail Hardware Association

IN presenting to you my address on the year's activities I want to first of all thank you most kindly for the honor shown me when you appointed me to the office of president of your association, and I trust I have been of some service to you during the year. At least I have given the best I had to your work.

I want to also pay tribute to the most excellent work accomplished by every member of the executive. In every case they have been ready and willing to do even more than was asked of them. Special mention should be made of the work done by Vice-President Mills and Past President Wright, who, through living in Hamilton, have had a very large amount of the work of the exhibition thrust upon their shoulders. But above all, let me take off my hat to the best secretary of any association with which I have ever been connected. Mr. MacPherson has absolutely the best qualifications of any man we could find, and even though the balance of the executive have done their duties and in every way have endeavored to forward the interests of the association, yet I think I am safe in saying that at least 90 per cent. of the credit belongs to the secretary, who has worked practically night and day to insure the success of this convention and exhibition. His remarkable work, and the success he has had in promoting this association has made me more certain than ever that he is the right man for the big job which I hope you will place in his hands.

I want to tell you how gratified I am with the attendance and with the exhibits, and at this time I can have no fear as to the positive success of the convention of 1921. Before passing on, let me ask that you take seriously upon yourself the duties of attending each and every meeting, and above all things of being on time. When we call a meeting for 9.30 let's get away with a bang and when we call a meeting for 7.30 let's all be there at that time. If we follow these thoughts we will all be surprised with the wonderful results we will obtain. Further, if you do me these favors, in return I will promise that I shall endeavor to have every speaker ready at his appointed time, and I shall furthermore ask him in all kindness not to take up more time than is allotted him on the program. A committee will be appointed to give this their attention. Let's make it a point, starting right now, to be in our seats at the time the meeting is scheduled to start.

Legislation

Now that I have made these remarks to you, and I know that they will be observed, let me make a few comments upon topics which we shall possibly like to have discussed. First of all, we know that just about this time the Dominion Parliament will be in session and let us hope that they will not take up a lot of fool legislation regarding the retail hardware man such as they have taken up in previous sessions. Let's hope that they will consult, not only with our association but with the manufacturers and wholesalers, so that they may be properly advised and come in full possession of the facts instead of running blindfolded as they apparently have in the past. I note in this connection that in spite of the number of deputations that have waited before the different members, at different times, the retail hardware men have been conspicuous by their absence. This is not as it should be and is simply another reason why we should have a permanent secretary on the job. I might go on and cite many more reasons but this will be covered in another report.



J. C. WANLESS

Chatham, Ont., who, in his presidential address at the O. R. H. A. Convention suggested closer co-operation between merchants and the Government.

Let me touch upon the markets as they now stand. This is merely a personal opinion, but in talking with different hardware men during the last few days along this line, I am convinced that they coincide with my ideas, that while it is well to be careful and cautious, still it is positively a mistake for any merchant to starve his business to such an extent that business is lost through not having the goods in stock. I do believe that every retail hardware man should keep his stock in good condition and should have it as complete as possible. This, of course, necessitates very careful attention to stock keeping.

Brisk Season Ahead

I really believe that the coming season is going to be very brisk, more especially so in the building line, and while it looks as though it might be a little late in starting, still it is a fact that things look really good in our district for a large building program.

Some one has said, or did I read it somewhere? "that a great many hardware men have not made any money," but I say it frankly that if they have not made money within the last five years that I am afraid they will be missing in the line of hardware men before prices are finally readjusted. I further believe every hardware man should adjust his prices as they are adjusted by the manufacturers and wholesalers, and that he should give his customers the benefit of lower prices as they are changed. I believe this is good merchandising and will serve to secure the confidence, good will, and, as a result, the business of his community.

Watch Trade Papers

I believe every retail hardware man should spare at least an hour or two with his trade paper immediately upon its arrival so that he may adjust his prices to those quoted in its columns. This will keep him in close touch with the market and he will be able to buy and sell more intelligently than if it is neglected.

Another matter which I believe needs to be driven home to the majority of the hardware men is that of collections. I believe I am safe in saying that hardware men are imposed upon to a greater extent than any other retailer except possibly the grocer, and it is a positive fact that a vast majority of merchants, and in that I include hardware men, are entirely too easy with their collections and as a result they have large losses.

Continued on page 68

The Retail Hardware Outlook for 1921

Address by Nelson Mills, Vice-President Mills Hardware Co., Hamilton, Before Ontario Retail Hardware Association Convention

"SUMMING up the retail outlook for 1921 as affecting the Hardware merchant, I am firmly of the opinion that business to the equal of or better than 1920 can be accomplished in 1921 in spite of changed conditions if the merchant himself will only get out and get under, and through effort create a demand that will fill the gap.

"Last year business shot along at a terrific pace. In fact during the last three years it has been easy sailing, but now we find the pressure that held us up is giving way, and we are inclined to trim our decks for action.

"During the last month and a half a great many prominent men have been passing out opinions, advice and prophecies. It is now such a popular indoor sport that "comments on conditions" and "what the future holds" are subjects that are becoming quite threadbare—such talks, however, will do us a wonderful lot of good, provided we use the advice and make the necessary repairs and adjustments to our stocks and policies.

"There is much even in the present situation to inspire confidence and hope in the future. The past year yielded the greatest crops in history, transportation congestion and labor troubles have been greatly relieved and our banking systems have withstood severe credit strains.

Co-operative Spirit Needed

"What we need now is a co-operative spirit between manufacturer, jobber, merchant and consumer, all thinking and working for a common good, then we will find ourselves living in an ideal atmosphere. But the problem of supplying the world's demand for essentials is still before us and should spur us on to action. People must eat, they must have clothing, a house to live in, they must travel and be entertained. All this keeps money moving, so the wise business man will not sit tight and make himself believe that everything is going to pot. He should not even wait to see what the other fellow is going to do, but be up and doing—stand ready to give his business a little artificial stimulation, a little hand cranking, so to speak, when the self-starter refuses to work.

"During the past few weeks we find the situation has cleared considerably. Travellers are out for 1921 business and they come to us with propositions for spring business on definite arrangements, under which the dealer knows where he is at and will be absolutely protected regarding price and delivery of goods. These arrangements have a tendency to stabilize conditions, and replace indecision with confidence as far as the purchase of necessary merchandise is concerned.

"We have all been somewhat conservative during the past six months and have used caution in buying and operating expenses. Why, we did not realize, it wasn't that our business was falling off, it was simply that everybody was doing it, waiting for something to happen. Possibly our banker was responsible and perhaps we do not fully appreciate the banks' good judgement and foresightedness, for while we rush to them in moments of financial worry, we must remember they are really our greatest debtors and so it will be through the banks we will be able to enter into a long stretch of prosperity when the proper time arrives.



NELSON MILLS

Hamilton, Ont., who, in his address as vice-president of the O. R. H. A. dealt with conditions in the retail trade.

"Believing that the blackest cloud has passed over, the retailers' inly course is to get his spring requirements on display as soon as possible, ever keeping in mind that he can sell just as much as last year by the use of a little "pep." Don't overbuy, however. There is a happy medium. Keep your stock well assorted and anticipate your wants before the customer does. Buy Made-in-Canada goods.

Overstock or Public Sentiment

"The following question was put to me by a manufacturer the other day:—Are retailers buying less merchandise because of overstock or public sentiment? And I wish to answer it in the following paragraph.

"The function of the retailer is to supply the needs of his community and I believe that the retailer to-day has the best opportunity he will ever have to reduce and dispose of his shopworn, poorly bought merchandise and take a loss in face of changing conditions. A cleaning up process will be a wholesome one. It will enable him to reduce his liabilities which dead stock and high priced stock represents. It's a false asset and it's not a profit, so it will be a liability unless sold within the next few months.

"Most retailers need regular lines to sell and are not overstocked so to speak, yet they hesitate looking for cheaper prices, a condition brought about by the newspapers instead of by supply and demand. So we should be making sales of our stock on hand, eliminating unnecessary lines and sizes, turning them into money and placing ourselves better able to go into the market and buy as prices decline. The consumer too will be satisfied that we are doing our part to make conditions meet his expectations, a condition which would produce activity. This bargain game, however, will hurt you unless done honestly. It is much better to advertise that you are selling goods at near pre-war prices than to advertise that you can sell $2.75 hammers for $1.19. The first argument is stronger and you are not so apt to have the consumer think you can do business on such big margins. Advertising carefully thought out will bring much larger returns.

"One welcome change as affecting the retailer is that the buyers troubles are over, but the selling end of our organization must carry the big burden now for sometime to come, and the real test is salesmanship. We must introduce new methods for the training of better salesmen, new and better methods of advertising and store keeping, because competition in the near future will be just as keen with the retailer as with the manufacturer and possibly our strongest opposition will be the chain store. These conditions face us straight in the face and unless we change with them the answer will be "the survival of the fittest." That same condition faces the jobber, for without the retailer where would the jobber stand? Retailer and jobber must co-operate, for in unity there is strength.

Map Out Campaign

"It seems to me that the retailer must set down and figure out the opportunities that exist around him; map out a campaign for 1921, and not observe conditions through the large end of his telescope. Use the small end and get a close up view of the situation. Analyze your past methods and map out a selling plan that has a real punch to it. No business can succeed from now on with the fighting spirit absent, you cannot overcome keen competition with wavering policies and lack of fear to venture. Put your whole weight behind your problems, then when December arrives you can sit down and count 'em over.

"Before closing I wish to mention briefly the subject of taxes, not as an **outlook**, but rather from the viewpoint of **lookout**. You are only sure of two things in this world. One is death, the other taxes.

"The Income Tax has come to stay. The Government says every merchant must keep books. Income Tax must be paid. Therefore, the Government wants to know exactly what your profit is at the end of the year. You can't **"think."** You can't **"guess."** You can't **approximate.** You must **know.** You can't make excuses. The government wants facts and figures. You can't comply with the Income Tax Law unless you know just what your financial condition is. Even if you make an "honest mistake" you are liable to be fined. Everything must be clear to the Revenue Officer when he comes to check up your statements. You can't afford to take chances, so the thing to do is to **put your house in order** and end your tax worries by keeping a complete record of your business day by day just as the Government wants you to. Taxes must be raised to pay our debts, and the sooner the merchant realizes he must pay his share the sooner our debts will be reduced. We all have a duty in this world to perform and it is just as easy to function right as wrong.

"The outlook for 1921 is as you make it. Let me suggest. A little bit of business, and a little bit of play, then a little bit of service to the other guy some day; and it must not be forgotten that man's opportunity to serve society is found in the successful conduct of his own business, and in such a manner that he may give perfect service equal to or even better than his competitor, and when in doubt to give added service beyond the strictest measures of debt or obligation, ever keeping in mind that wonderful phrase: 'He profits most who serves the best.'"

Outlook From Wholesalers' Standpoint

Col. Robt. Starke, of Starke, Seybold Company, Montreal, President of Canadian Wholesale Hardware Association, Was Unavoidably Absent. His Address was Read as Follows by Herb Seybold:

AS requested, some weeks ago, by your secretary, Mr. Macpherson, I venture to say a few words as to the outlook for 1921 from the wholesalers' point of view.

May I, before starting in on what I have to say on that subject, just have one word to express to you my appreciation of being asked to your annual gathering. I have had the privilege of attending last year and returned to Montreal greatly pleased with what I had seen and learned.



COL. ROBERT STARKE

Montreal, President of the Canadian Wholesale Hardware Association, whose address was read owing to his inability to be present.

I have attended may conventions and I can truly say that I have never been more impressed anywhere with the despatch of business and the vast amount of information given to members.

Replace at Lower Costs

After passing through 5 or 6 years of business carried on under ever advancing price conditions, and a demand beyond the supply, we find ourselves at the beginning of 1921 under reverse conditions. There is a decided holding off on the part of all the retail trade not to place too many goods in their stocks, and justly so, as staples, such as wire nails, all wires, iron and steel bars, as well as some of the smaller lines, show substantial declines. And in order to get these lower prices the mills are forced to make wage reductions and to economize in every department. If further declines in all lines are forthcoming all depends on conditions abroad and the ability of our mills and factories to further curtail manufacturing costs and still run at a profit; fortunately both wholesalers and retailers have had ample time, and have had ample warning to reduce their stocks so as to be in a position to replace at lower costs.

Take it all round, the hardware trade has not suffered nearly as much in depreciation and volume as many other lines of business, and we can look forward, after the first quarter of the year, I think I am safe in saying, to a normal state of affairs again. There is such a demand in all large centres for moderate priced dwellings to look after the ever increasing demand from the laboring mechanic, and other classes, that we find corporations applying to Federal and Provincial Governments for loans for dwelling house purposes amounting to $20,000,000 and upwards, and even these tremendous amounts will go only a little way to house our people. You can readily see what a demand must be made on the manufacturers of hardware and the wholesale and retail trade. One cannot but think, looking into the future, that there lies ahead of us many busy years.

Faith in the Hardware Business

When attending last October, the annual conventions of the American manufacturers and wholesale jobbers of hardware at Atlantic City, where some 1,500 delegates attended, from all parts of the Union, the meeting was opened by an eminent divine from Philadelphia who stated that the world would never be Christianized until there was a hardware store established in every corner of the globe, he showing his faith in the hardware business as standing strongly for clean, honest business principles.

May I, in closing, say that it is our duty to give every support to the Canadian manufacturers and to British made goods. We should be proud of our young country and all that the Empire stands for, every dollar spent in Canada is a dollar more for our development. We must have faith in each other and at all times be ready and willing to hold out a helping hand. The strong must be prepared to help the weak and if we each do our little part and play the game, there will be very few breakers ahead that the hardware trade of Canada cannot navigate.

Outlook From Retailer's Viewpoint

Address by George E. May, of May Brothers Hardware, West Toronto, and Executive Member Ontario Retail Hardware Association

I appreciate your kindness in asking me to say a few words to you. I have a natural reluctance in expressing my views to this body of hardware men, many of whom by virtue of their years have possibly forgoten more about hardware than I know.

I believe the outlook for business this year is particularly bright. While listening to the previous speakers on this subject I was pleased to find them all so optimistic. I believe that is the only view-point a person can gather who gives this any thought, and there are a few reasons that I would like to mention why things look good to me this year.

Periods of depression come and go periodically and they are followed by years of good business. We have been forewarned so much about this particular depression that we have just passed through that it will be a pleasure to have it over. In fact it fizzled out before it arrived, like many other troubles that do not amount to anything when we are brought face to face with them.

Show Good Profits.

The year 1921 should show the retailer good profits. During the rise in prices, every merchant here, I am sure, felt that he had to absorb a good many raises of 5 per cent. and 10 per cent. rather than change his retail price. Whether this was good business or not, I believe it was often the case. This year the reverse is in order. There will be a good many small declines which will not go to the consumer. They belong rightly to the retailer. It also represents an opportunity to adjust prices to make each article show a proper margin. Drop your prices as fast as you can but bear in mind these losses which you have absorbed.

The supply of goods will be much better this spring. During the last few years while business has been good, we have lost a great many sales through our inability to procure goods. Every sale lost, of course, represents a distinct loss in profits. This year you will be able to buy all the goods you want at lower prices. You will be in a better position to give service to your customers, and they certainly are in need of a lot of hardware.

Before I close I would like to say a few words about our friends, the jobbers. I believe that some jobbers are trying to play fair with the retailer and I know that some jobbers are not. If they would only show the same activity in meeting the decline in prices that they showed in taking advantage of the rise in prices they would greatly assist the retailer in solving his problems. The merchant to-day that has to buy can save a lot of money by mixing a little shopping with his buying.

Speaking of buying, I would like to draw your attention to this article, a cheap little chest handle, stocked by every hardware store. The price quoted recently by the five leading wholesale jobbers was: $8.25 per dozen pair; $8 per dozen pair; $6.70 per dozen pair, $4 per dozen pair; $3.50 per dozen pair; and at the same date I bought them from the factory laid down in my store at $2.55 per dozen pair.



GEORGE MAY

Toronto, who held out good prospects for the retailer in 1921 in his address at the convention.

Secretary's Report Indicates Progress

Report by W. F. Macpherson, Prescott, Ont., Secretary Ontario Retail Hardware Association

TO Officers and Members Ontario Retail Hardware Association:

In submitting this my sixth annual report, as your secretary, I am pleased to be able to advise you of steady growth in our Association, the membership now standing at 352 notwithstanding the fact that there have been a great many changes in the retail hardware trade—through removal or death, and also by withdrawal from active business on the part of a number of our former members. The fact of almost one hundred per cent. renewal of membership apart from those mentioned evidences a hearty support and interest in our Association by those who have realized the advantages and benefits derived from organization.



W. F. MACPHERSON

Secretary of the O. R. H. A. who outlined the work of his department during 1920

Extended Services

During the year the services customarily rendered our members have been extended as far as it was in my power to do. The current correspondence passing through my office has been, I might say, the largest in volume of any year since I have acted as your secretary. Difficulties in the interpretation of the varied plans of taxation, bearing on the retail hardware merchant and tinshops have been referred to me, all of which received prompt attention. This entailed considerable correspondence and interviews with taxation officials, and while I was not able to obtain any relief passed on the interpretations submitted by those who administer the Taxation Department.

Tinsmiths as Manufacturers

On behalf of our Association I have made protest against the inclusion of tin shops under the heading of manufacturers, realizing that while those thus employed do not desire to evade their fair share of taxes, they do wish to avoid the almost impossible task of keeping satisfactory detailed accounts of operations in a section of their business, where the said operations are for the most part a minor affair, and the collection of a two per cent. tax from their customers a most vexatious proceeding.

As usual a small percentage of our members have used the collection forms of our Association, and I would intimate that where a personal letter from this office to a delinquent debtor is desired, I am quite ready to perform that service as a follow up to our regular collection forms.

I have also during the year corresponded with several of our members in connection with placing their businesses on a cash basis—and am glad to learn of a growing desire to adopt this method of doing business.

At a later session the report of your executive will be presented outlining their work during the year, which I will not touch upon in this report.

Co-operation Needed

Business conditions at the present time force us to see the absolute necessity of co-operation — co-operation between the consumer and the retailer, and co-operation between the retailer and the wholesaler and the manufacturer. The wheels of the factories must be kept running to employ those who are among the best customers of the retailer. Confidence must be established in the minds of the consumer, and this can only be done by an active display of faith and optimism by the retailer during this period of readjustment—and after faith must come work. Follow the markets, and when necessary to make a loss to meet present replacement values—make it with a smile. The average purchaser will not appreciate buying goods on which he has been assured in a somewhat doleful way that the retailer is making a loss. And as retailers, we are expecting many good broad smiles from wholesalers and manufacturers in the same way. But above all let all the various interests combine their efforts to give business that momentum it needs.

The spirit of confidence and co-operation is alive today here in this convention, and I trust that every member will through active participation in our proceedings be able to return home and radiate that confidence amongst his fellow merchants and customers which will enable all to say "All's right with Canada," the most favored country under the sun to-day.

W. F. Macpherson, Secretary.

Report of Executive Committee

Read by President at 16th Annual Convention Ontario Retail Hardware Association

MEMBERS Ontario Retail Hardware Association:—

I beg to submit herewith report of your Executive Committee for the year 1920.

Three meetings of the executive were held during the year, in April, September and December.

As per resolution passed at the convention held last year "That steps be taken to procure the services of a permanent secretary who would devote his whole time to the work of the Association," your executive beg to report having entered into an agreement with our present secretary whereby he agreed to dispose of his business, and devote his whole time to furthering the interests of the Association. We feel that in taking this step Mr. Macpherson has solely the best interests of the Association at heart, and that in giving up a successful business to undertake this work, he is showing his faith in the ultimate success of the Association, and your executive is fully satisfied that with his energy and initiative, and long and successful experience in the retail business, his faith in the growth and influence of the Association will be fully justified. Following the consummation of this agreement, I as president of your Association sent out a circular letter to the trade, asking their co-operation and endorsement of the action of the executive, and received what we believe to be a sufficient endorsement to justify the undertaking.

We would also ask you to confirm this act of your executive and confer on your incoming executive power to carry out the agreement entered into.

A further resolution was passed at last convention requesting the executive to investigate the ready mixed paint proposition with a view of suggesting means to overcome the competition of department and mail order houses selling private brand paints. It was decided that having the analysis of paint placed on the cans would not be effective in overcoming the difficulty, on account of the lack of technical knowledge on the part of the vast majority of paint users, as well as on the part of the retailer as to what ingredients are required to constitute a properly balanced paint, as the constituents of the paint would necessarily be stated in chemical terms. Your executive thought that protection would be better secured by having possibly a grading number. Your secretary wrote the different paint manufacturers, asking their views on this point, and also suggestions as to means to overcome the difficulties of the handlers of high grade paints in competition with private brands. The consensus of opinion was that by placing the maker's name on the cans it would strengthen the position of the cheaper grade paints—but there was no reference made to the suggestion of grading the paint as to quality.

The only suggestion offered was the matter of education of paint users to quality goods.

The futility of getting any legislation along this line was evident to your executive, and it was decided to report progress, and with the continued growth of the Association to endeavor by further consideration to work out some plan to obtain the desired protection.

The result of the efforts of your executive in their endeavor to make the present convention and exhibition the best in our history is, I believe, quite apparent to all, and we would strongly urge all our members to take an active part in the sessions of the convention, and also to give every consideration to the exhibitors, who are doing so much to assure the success of our Annual Conventions.

All of which is respectfully submitted.

E. Wanless, President.

Conception of Duties and Scope of Association Secretary

Address by Ed. Wanless, President Ontario Retail Hardware Association

"I HAVE been requested to give 'my conception of the duties and scope of an Association Secretary' and were I desirous of disposing of the question in a concise manner could sum it up in one word, namely, Service.

"However that is not my intention and I will briefly outline some of the varied services in the minds of your executive when they came to consider the appointment of a whole-time secretary to carry on the work of this association. In a circular which I issued during the summer and which has been referred to in the report of the executive committee, a number of the services were mentioned in detail.

"These were, 1st—A price service given in compact and handy form—giving net prices on innumerable lines of goods subject to trade discounts, thus saving the busy merchant hours of valuable time in preparing net cost prices.

"2nd—A sales bureau offering to the trade at close intervals lists of goods, which our members wished to dispose of, on account of overstock.

"3rd—An increased collection service to be at the call of members in following up delinquent debtors.

"4th—A freight audit—as soon as practicable.

"5th—An adjustment bureau, where complaints of our members could be taken up, and an earnest endeavor made to obtain a satisfactory settlement.

"6th—To give every assistance in promoting amicable relations between dealers, where they do not exist.

"7th—To assist in forming group meetings and local associations for consideration of local problems.

"8th—To give practical information for guide of retail salesmen and clerks, on the use and sale of specific lines and materials.

"9th—To give assistance to members in advertising and sales promotion.

"10th—To obtain information for members in any specified line of goods, when requested.

"11th—To visit the retail trade as largely as possible, and thus weld more closely the membership of the Association.

"12th—To carry on an energetic campaign for increased membership.

"Quite a comprehensive program, you will say. Yes, it is—but I firmly believe that every item named can be successfully carried out by a competent secretary whose entire energy would be devoted to the service of the Association and its members.

"Retail merchandising is without a doubt becoming more of a problem every day. New methods of distribution are being introduced and tried out with increasing frequency, many of them will be short-lived, while others are likely to expand and grow. To my mind the best way in which to understand and meet these problems is by the institution of a strong secretarial office, which could study the situation, obtain all possible information, and give to the Association members the benefit of its investigation and research, to enable them the better to consider and adopt satisfactory methods to meet these questions as they arise.

"I leave it to you, fellow hardwaremen, to judge of the individual benefit to be derived from the institution of a service, as I have outlined it."

What the Secretary Owes the Members

And What the Members Owe the Secretary

Address by W. F. Macpherson, Secretary Ontario Retail Hardware Association

The comprehensive way in which your president has dealt with the question of the duties and scope of an association secretary renders it unnecessary for me to speak on the first division of the topic on which I was to address you—namely—what the secretary owes to the members. An earnest effort to bring into effect the many services outlined by your president, when combined with regular routine secretarial duties, will keep a secretary fully engaged far beyond any customary stated business hours and with an eye single to the welfare of the organization which he represents should be of eminent service to its members.

Utmost Support Needed

What to me seems just as important is the second division of the topic—What the members owe the secretary. To make the work of a secretary effective, the unqualified support of the membership is absolutely essential. By this, I do not mean that everything your secretary does must be conceded to be the right and proper thing; far from that. An honest constructive criticism is a far better way to show your loyalty to your secretary, whose sole aim should be to improve any service instituted, and to make that service more beneficial. Let every member carefully examine each individual service offered, and express an opinion of its value to him, and freely offer suggestions as to how they might be improved or enlarged, or if of sufficient benefit to be continued. Your secretary has no other direct way to learn of the real value of the varied services, and is often at a loss to know just how far his efforts meet any need of the members. And also, if you do appreciate any particular branch of the work carried on, tell your secretary. It is an inspiration to him and could be used to very great advantage in introducing the work of the association to those who are not yet members.

Do you get results from the use of association collection letters? Drop a line to the secretary periodically and tell how many accounts you have collected through this agency. Your success may encourage others to try the same methods to their advantage.

Ways of Helping Secretary

One more important way in which you can help a secretary is by a prompt reply to any letters from his office whether they be personal or circular letters. It is most discouraging to any secretary to receive only from ten to fifteen per cent. of replies to questionnaires sent out. This I am sorry to say is the usual thing, and when you stop to think that behind the enquiry sent out, the motive is for the purpose of getting information to be used for the welfare of your association, I am sure that this apparent lack of interest would disappear. Then don't sidetrack even a circular letter, because it is on your account that the secretary or executive is seeking information.

Carry on Question Box

We have most interesting and helpful discussions in our conventions, arising from the question box. Why not carry this on throughout the year. Anything that comes up in the course of business, at any time, which causes you to say: Why is this so? send your query to your secretary. Views from different sources will be obtained, and I am sure our valued trade press will give publicity to such matters as would be of interest to the members. In doing this, doubtless points will be raised, which will work out to the advantage of some other hardware man, and furthermore would aid in sustaining an interest in the association throughout the year, and would certainly add impetus to our growth.

I trust that these suggestions will impress on you the great value which is attached to your co-operation, and that your hearty support will be given your executive and secretary during the coming year along the lines I have indicated.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

TINSMITHS AS MANUFACTURERS

Editor Hardware and Metal:—

Sir:—In connection with the test case to be instituted as to tinsmiths being manufacturers, of which I have read in Hardware and Metal, I wish to say that, as a tinsmith, I have taken out a license but can't see why I should be classed as a manufacturer. I learned the tinsmith trade when a boy, worked 38 years for one firm, when that firm gave up business I started a small shop for myself. I have to earn my living by my trade. There seems to be something very unfair in classing me as a manufacturer. I manufacture a few tin pails at such times as I am out of a job, also make up some stove pipes at leisure out of the black sheet.

I work alone, employ no hands, and don't sell wholesale. All through life I was given to understand that a manufacturer was a firm of one or more men, carrying on a business on a large scale, by employing men and machinery, to sell to the retail trade, goods made up for that purpose. This is not fair to me. I buy some Canada plate and make up some stove pipes. A blacksmith manufactures horse shoes out of bar iron, the blacksmith having learned his trade as I did tinsmithing. Why should I be classed as a manufacturer and the blacksmith and shoemaker not? Why should either of us be classed as such when the three of us served our time to learn a trade, to follow it, to make our day's pay? Is it any wonder that so many young men object to learning a trade which is becoming extinct, just trusting to taking any job they can get and then after a short time are laid off for an indefinite length of time. Is it any wonder that there are so many young men out of work to-day with no trade of their own to help them out. So don't be too hard on the young man who has given, say, four years of his life almost for nothing so that he may have a trade which no one can take from him.

Hoping that these few words will reach the ears of those who will decide this question.

A Reader.

The British Consulate at Saigon, Cochin-China, draws attention to an opportunity which exists there for the sale of British goods, particularly for metal goods, tools and hardware of all descriptions.

Pictures of The Cordage Industry

Interesting and Educational Film of all Processes in Manufacture of Cordage Shown by Plymouth Cordage Co. Representative

THE value of moving pictures as an educational means of giving definite knowledge of the various articles handled in the trade was demonstrated in the showing of the film story of Plymouth rope and binder twine at the Tuesday evening session of the convention. The representative of the Plymouth Cordage Company, North Plymouth, Mass, was on hand to explain the picture, as shown in nine parts dealing with the following phases of manufacture:

1. Growth and cultivation of Manila fiber.
2. Production of Sisal fiber.
3. Factory panorama. Arrival of hemp steamer. Docking and unloading scenes.
4. Opening the fiber. Its preparation and spinning. Tarring and putting up lathyarn.
5. How binder twine is made. Spinning, testing for length and strength, baling, sacking, warehouse facilities for shipping. Harvest scenes.
6. Machine-made rope.
7. General factory scenes. Binding off, coils, shipping, etc. End of the day.
8. Old-time method of hand spinning by a rope maker 90 years young.
9. Modern ropewalk practice.

Film Broadens Knowledge

The intensely interesting and educational story of this important industry, presented in this complete manner, from the cultivation and production of Manila and Sisal hemp, through the various progressive steps of preparation and manufacture into rope and binder twine, was highly appreciated by the delegates who viewed the picture. Everyone handling rope and binder twine in any capacity broadened his education by seeing this film. The picture approximates 5,300 feet of film and presented an exceptionally interesting entertainment of about one hour and a half duration. Every phase of the cordage industry was effectively portrayed, commencing with the foreign supply sources of the raw material, through the various factory departments of manufacturing and shipping of the finished product.

Binder twine, a single spun yarn and a 15-inch wrecking cable composed of 1,197 yarns of similar size, illustrated the scope and diversity of production.

The Various Scenes

The opening scenes were laid in the Philippine Islands, showing the growth and cultivation of Manila fiber, a product of the wild banana plant which because of its flexibility, strength and durability is principally used in the manufacture of high grade rope. Many beautiful scenes followed, depicting the native methods of cultivating the hemp plant, cutting the stalks, stripping and cleaning the fiber, after which it is dried over bamboo poles, tied into bundles, compressed into bales of 270 pounds and exported. Mexico was next shown, the state of Yucatan being the chief centre of Sisal production, and in similar manner this source of supply was interestingly pictured. Sisal fiber is obtained from the leaves of a cactus-like plant, and the native methods employed for obtaining it are of great educational interest. It is used principally in the manufacture of binder twine, and for making the so-called tie yarns for binding and bundling purposes.

The reels which followed told the story of rope and binder twine from start to finish as made in the company's cordage factories at North Plymouth, Mass., and Welland, Can. How the fiber arrives by steamer and is unloaded at our own docks; its careful preparation prior to spinning into rope yarn and binder twine; the ingenious spinning process employed; the tarring method in the manufacture of lath and shingleyarn, together with the rope walk and factory methods of rope-making, were all faithfully reproduced, so that all who saw would have a perfectly clear conception of the industry.

The consensus of opinion was that the film story of Plymouth rope and binder twine was one of the most educational features of its kind which has ever been shown to the retail merchants and as such it was highly appreciated.

Major, Sask.—McCulloch & O'Keefe, hardware, have been succeeded by McKenzie Bros.

Balcarres, Sask.—Cruickshank & Hess, hardware and implements, have been succeeded by Hess & Decker.

MERCHANTS AND GOVERNMENT IN CLOSER TOUCH

Continued from page 63

During the past few months we have adopted a rather strenuous course of collections, not being at all hard upon those who could not pay, but pushing those who could pay, but would not, and, as a result, I can safely say that our books have never been in as good condition as they are at the present time, even despite the fact that last year was a very large credit year and also despite the depression which landed during the latter part of the year. The collection proposition is really a difficult one, but it is something that must be forced, if the merchants doing a credit business wish to have success.

I trust I have not trespassed too much upon your time in these few rambling remarks, but these are things I wish to drive home to my fellow hardware men, and you can be assured that I have plenty of opportunity for absorbing them myself.

Again I say "thank you" and with all good wishes for a really prosperous year.

J. C. Wanless.

Canada Cement Earnings

Montreal.—Earnings applicable on the common stock at the rate of 3.1 per cent. are shown in the financial statement of the Canada Cement Company for the year to December 31, 1920. During the year the company paid the full 6 per cent. dividend, necessitating a drawing from surplus of $525,887.

Belleville, Ont.—The Asbestos Pulp Co., Ltd., has obtained a charter.

Brantford, Ont.—The Quebec Paint & Varnish Co., Ltd., has been incorporated.

St. Thomas, Ont.—Elgin Handles, Ltd., have obtained charter.

Toronto.—The Domestic & Farm Appliances, Ltd., have obtained charter.

Toronto.—Victory Auto Accessories, Ltd., have obtained charter.

B. M. Hill & Company, Winnipeg, have removed their office from the Montreal Trust Bldg. to a larger and more spacious office in the Aikins Building, McDermot avenue.

FINANCIAL STATEMENT ONTARIO RETAIL HARDWARE ASSOCIATION

Annual report presented by Secretary W. F. Macpherson shows steady growth

Financial Statement to 31st Dec., 1920.
Abstract.

Receipts—	
Balance on hand Dec. 31st, 1919	$ 161.13
From Exhibition Fees	1,540.00
From Members' Fees	1,685.00
From Associate Members	74.00
	$3,460.13
Disbursements—	
Paid Vouchers, No. 1 to 33	$2,750.80
Balance on Hand	$ 709.33

JOHN CASLOR,
Treasurer.

Certified correct,
G. D. Mathewson,
J. W. Peacock,
Auditors.

Only Permanent and Sane Reductions Will Come From Work and Devotion to Business

Address by Col. A. F. Hatch, General Manager Canada Steel Goods Co., Ltd., at Annual Convention of Ontario Retail Hardware Association

ADDRESS of Col. A. F. Hatch, general manager Canada Steel Goods Co., Ltd., at the annual hardware convention of the Ontario Retail Hardware Association.

"I understand that this morning I am to speak about manufactured products. This is a subject which covers a great field and being that I am anxious to give you some help which may guide your members into the paths of prosperity, it is necessary that I should make some recommendations and suggestions.

"Taking into consideration the attitude which seems to have been adopted by numerous beings interested in the products which you and I are interested in, let me recommend first that: We suspend all business. Quit buying. Quit selling. Quit advertising. Quit eating. Let us get hungry. Let's give ourselves up heart and soul to an orgy of gloom. Let's howl and howl and howl. Let's curse the country, business, our town, our neighbors, and each other. Let's get it all out of our system and then go to work.

Separates Wheat from Chaff

"Unquestionably prices of manufactured products are on the downward trend. How long they will continue so is difficult to forecast and how long they will remain at their present level is equally difficult to forecast, but there is no question in your and my mind that the only permanent and sane price reductions that can take place are those which will come from work and our devotion to business. In some ways, a business period such as the present one has its uses, its advantages, because it separates the wheat from the chaff. That is, it shows who are the timid folks, chronically unprepared for the inevitable fluctuations of business, and perennially ready to see "red" the minute the market goes off a fraction. This you see gives the level-headed folks a chance to know definitely what kind of foolishness they are up against and an opportunity to calm the frightened ones. These are the days when clear-headed, far-seeing, courageous business men really come into their own. They steady the ship, they nurse the timid ones back to confidence, just as a patient parent restores contentment to a sacred child. To-day holds no real and permanent perils so let's readjust sensibly and sanely.

"Everywhere we go we expect to run across a 'sniffler' or two, but never in all our born days have we seen such a crowd of them as there are at the present time. The 'woods' are literally full of them. You know who we mean—the fellow who can think of no other thing to talk about but hard times, poor business, unemployment, etc., who, in some way or other, has slipped his clutch and is running along on his calamity gear.



COL. A. M. HATCH

Canada Steel Goods Co., Hamilton, who in his address gave some sound advice to the trade as to the best means of minimizing the effect of the present business condition.

Why in the world ordinarily sensible men will stand and listen to his chatter is beyond us. If business is to get back again on its normal footing, if the present resistance to buying is to be stopped, if unemployment is to give place to employment, these 'snifflers' must, at once, be given the place that we would ordinarily give to men of their calibre; and the one thing which will put them there most effectively is by you not falling in line with their views.

Dangerous Reasoning

"On every hand there is evidence of a 'buyers' strike' against buying. 'Wait for lower prices' seems to be the slogan on everybody's tongue; and there is no question but that by waiting prices can and will be forced lower. 'Bankrupt sales will offer us opportunities to buy what we want at practically our own price.' It sounds good, but isn't it foolish and dangerous reasoning? It entirely overlooks the fact that if these conditions are brought about so many of us will be out of a job that bargains will be the last thing in the world of interest to us.

"Cannot we who see the handwriting on the wall realize that nothing can be gained by increasing the purchasing power of the dollar if it means at the same time a greatly reduced supply of dollars available for us to make our purchases with, and that the highest individual prosperity is to be attained not by costly distress and bankrupt sales, closed-down factories, wide-spread unemployment, sadly reduced wages, and criminal under-production, but from a healthy trade in which each buys what he normally needs and can afford?

"I must therefore state to the buyer that the 'water' is already out of high prices when further reductions in commodities would be artificial and that the highest prosperity is now to be attained, if you will do your part in trying to hold together that which is the greatest essential in business—confidence.

Panicky Retailers

"We stand between you and the consumer and as our attitude is molded so also you mold the ideas of the consumer. The worst evidence of the so-called buyers' strike and consequent price reductions, unemployment and distress, are traceable to the lost confidence on the part of a small number of retailers who become panicky and allow themselves to be quoted to the effect that prices will be reduced. Your vital interests demand its prevention—demand that we fix in the minds of the consumers that prices cannot be lowered except through economy and our best attention to business, but prosperity is with us if we have sense enough to hold on to it. Let me place these facts before you. Let me point out as clearly, as forcefully as it is in my power, that unless the present resistance to buying is at once stopped, and purchases made at prevailing prices to cover our normal need, boarded-up factories, slowed-down money circulation, widespread unemployment, complete industrial depression that will take us years to recover from, are inevitable.

"Now then, Mr. President, the advice that I have offered perhaps is not what you expected to hear about manufactured products, but it is necessary for

Continued on page 82

The Iron and Steel Outlook

Existing Values of Steel Products as Related to Costs as Low, If Not Lower, Than Pre-war Level—Importance of Building Resumption on General Conditions

Address by George Spence, General Sales Manager the Steel Co. of Canada, Before Convention of Ontario Retail Hardware Ass'n

CONDITIONS in Canada are very much affected by conditions across the border and this is an admitted fact by manufacturers, wholesalers and retailers. Probably no better evidence of this can be given than the army of American travellers who are covering Ontario and other parts of Canada endeavoring to sell goods to the buyers in Canada. When conditions in United States are bad we can expect their conditions will materially affect us here. We all know there has been a falling off in business in the States and that there is stagnation in buying at the present time. Stagnation is not confined to any one article, but is general. While this is no time for blind optimism it is rather a time for courage when all must do their share to end the deflation and get down to a sound basis.

We have referred to conditions in the States. Those who are well posted as to American conditions, and who have looked into conditions in Canada, say that conditions are much better in Canada than they are in the States at the present time, for which we are duly thankful and let us help matters by doing our best individually to improve conditions. Sir Henry Drayton, our Finance Minister, said recently that Canadian difficulties are small compared to those solved.

Foreign Trade

Our foreign trade amounted in 1920 to $2,351,174,000, being an increase over 1919, but this is made up of a large increase in imports. Our imports actually exceeded our exports by $151,145,000, the imports for 1920 having shown an increase over the previous year of $425,499,373. The imports, no doubt, can be very materially increased in 1921 if the Canadian buyer will buy Made-in-Canada goods and keep the money circulating in Canada and thus help to keep the exchange rate down.

The members of the Ontario Retail Hardware Association are most interested in the Province of Ontario and it will be seen from figures below that they live in the most prosperous and thickly populated province.

The value of Ontario farm products in 1920 was 40 per cent of the total value of all Canada.

The mineral output 30 per cent. of the value of all Canada.

The timber output 35 per cent. of the value of all Canada.

Value of manufactured products 50 per cent. of the value of all Canada.

Ontario has 23 cities—139 towns and 150 villages. Canada's failures during 1920 showed a small increase over 1919 and December showed an increase over any other month in the year, thus reflecting the effect of depression.

We must not forget now that the Farmer Government is in control of provincial affairs, that Canada is an agri-



GEORGE SPENCE
General Sales Manager, The Steel Company of Canada

cultural country. The value of the field crops in Canada for 1920 is estimated by Bureau of Statistics as $1,636,664,000, and when we consider the published debt of Canada $2,298,784,000 it gives some idea of Canada's resources, when the value of field crops alone for one year is such a large proportion of the debt. The bank deposits run about $2,000,000, to say nothing about our other numerous resources which it would not permit us to mention here owing to the lack of time. Gentlemen, with such heritage should any be down-hearted?

Immigration during 1920 was what might be called natural being close to 120,000, which it is safe to say might easily have been increased had the government thought it well to do so, but owing to the increase in the unemployed, owing to easier manufacturing conditions, the government restricted immigration.

Perhaps there is nothing which has done more to hold up activity in the retail hardware trade, as well as manufacturing, as the building trade. The figures for 1920 show contracts awarded amounted to 35 per cent. increase over 1919 for the whole of Canada and Ontario is about 25 per cent. in excess of 1919, while the West shows an increase of 150 per cent. Architects tell us that their offices are full of plans which are held up pending lower prices on material and labor.

This is something which is not confined to Hamilton, Toronto, Montreal or Ontario, or even the Dominion, but is general all over the world. If building in a general way were to commence we would soon have everyone happy again with the retailer turning over his stock and the manufacturer turning out a new supply and labor busily engaged.

It has been said however, that before these good times come, the retail prices must fully reflect the declines in wholesale prices and the retailer should take his loss in writing down his stock the same as the jobber or manufacturer and thus help a general buying movement.

Outlook As To Prices

In considering present prices on steel products, as compared with pre-war prices, it may be stated the existing values as related to costs are low, if not lower, than during the pre-war period. Therefore, further declines in prices are not likely unless heavier reductions in labor costs are effected than now seems reasonable to expect, because labor reductions will be regulated largely by manufacturing costs.

It is interesting at this point to consider the efforts now being made by independent steel companies in United States to secure business. The independents are very short of business and are cutting prices in an effort to secure business so as to keep their plants partially going, while the United States Steel Corporation are maintaining the governmental price fixed March 21st, 1919, and running to capacity or nearly so on business booked before the depression took place.

Judge Gary a few days ago referring to action of the independents quoting lower than governmental prices, stated the Corporation have no present intention of cranging the selling prices and goes on to say that he knows from the Corporation's books that on any of their products it would be impossible for any of their competitors to sell at a profit unless they receive as much as, or more,

Continued on page 140

No Big Reductions Unless Wages Are Cut

Humanity is Very Fickle, Says S. H. Alexander—Keeping Stock Complete in All Branches Must Have Breadth of Vision

Address by S. H. Alexander before Convention of Ontario Retail Hardware Association

I AM once more honored with the invitation to appear before your association as a representative of the jobbing trade. It is indeed a very great pleasure to have this opportunity of meeting face to face with so many of our retail friends. It is the only time in the year that we can get in touch with a great many of you. As each year comes around, we resolve that we will take a little time off and visit among the trade but the time never comes when it seems possible to drop the routine of life for a few weeks and get around among our friends. However, it goes without saying that we are vitally interested in you and in your welfare for if you do not thrive, neither do we, and I believe there never was a time when the wholesaler was of more value to the retailer than at the present time when careful buying is necessary; you buy in smaller quantities and oftener, and you could not pursue this method without the jobber's stock to draw on.

The retail hardware merchant of today is no doubt sharing in common with all other branches of trade the feeling of doubt and uncertainty as to what the immediate future has in store. I do not think for one moment there is cause for any very grave concern. Humanity is a strange box of tricks, swayed often as readily by the imaginary as by the real. As soon as it becomes known that such merchandise as cotton and wool goods, hats, clothing and shoes have taken a tumble and are headed for the bottom, we of the rugged, staid and staple iron and steel business immediately take fright and think we are headed for perdition also, overlooking the fact that in our business there had never been during the period of the war any considerable amount of wild-catting. What I am driving at is that while wool advanced about $1,400 per ton and other basic articles as much in proportion, the major part of the iron and steel lines did not advance $100 a ton and in many cases not $50, and you must consider also that the greater part of these advances were composed almost entirely of workmen's wages. Now in the light of this it does not seem reasonable to expect any ruinous reductions in prices unless wages are cut in half. It is quite true that markets are declining. Many declines have already taken place but if you will note you will realize that outside of nails, glass, and one or two other lines, the reductions for the most part have been 5, 7½ or 10 per cent. In very few cases indeed have they been sufficient up to the present time to entirely wipe out the margin between your cost and resale. As regards glass, we have advice that the market is already tending upward again, and as for wire nails the best information we can secure will show that further decline is not looked for. Of course, there are only my personal observations and no guarantee goes with them.

Speaking personally, we have never stopped buying goods. We have deliberately set ourselves within the last few months to see that our stock is complete in all its branches. We are firm believers that the merchant is in business for the express purpose of carrying a stock of goods for his customers; in fact, that is his only reason for existence and the minute he ceases to function properly, he is no longer a vital factor in the business sphere. The result of this procedure in our case was rather strongly exemplified a few days ago when one of our travellers took an order from a merchant just starting in one of the villages not a hundred miles from Hamilton. This order comprised an assortment of general hardware lines such as a merchant in a rural community would stock and consisted of four hundred items. We filled from our regular stock three hundred and ninety-eight, that is, the back order sheet this man received with his invoice consisted of two items. Now, had we taken fright a few months ago and started in to starve our stock, what sort of satisfaction would we have given this man, and what would his impressions be of us, posing as wholesale merchants in business with the avowed purpose of supplying the retailer with what he required. I pass this on to the retailer with this purpose, to point out that if in his fear of some possible or probable decline, he refuses to buy and lets his stock run down, what is the farmer or householder going to think of him when he comes in to supply his needs and is told by the merchant "We are out of stock and are not buying just now."



S. H. ALEXANDER
of Wood, Alexander & James, Hamilton, who addressed the convention

The successful merchant, be he wholesaler or retailer, must have some breadth of vision, he must say to himself, "For five years steadily prices advanced, and in every case I had goods on my shelves bought at lower prices on which I was able to make the added profit." Surely no one is foolish enough to think that he can buy everything at the low price and sell everything at the high price. The one must be put against the other. Prices up to the present moment have not commenced to decline with the same rapidity nor in the same extent as they advanced so that with any one of you the balance must be very substantially on the right side.

The time for speculative buying is probably past, and as the manufacturers are gradually getting into shape so that they can fill their orders very promptly to the wholesaler, you can very readily adopt a somewhat more conservative policy as to your buying, that is, you can probably run your business on a smaller stock because you can replenish it more readily. It would appear to me that the wise merchant in the coming months will be the one who has confidence in the solvency of his country and district, and who realizes that people are going to continue to use hardware. Don't forget that Canada is to-day in the premier position of the countries of the world.

Comparatively speaking, we have no troubles. It is true that the United States exchange is against us but if this condition of affairs leads us to look more closely into the resources and possibilities of our own country, the eventual result should be a grand thing for Canada. Also we cannot shut our eyes to the fact that in industrial centres we have

Continued on page 82

Closer Co-operation Wholesaler With Retailer

A. J. Wright, Past President, Suggests Joint Meetings of Executive of Retail and Wholesale Associations; James Hardy Concurred—Manufacturers Should Extend Field So All Lines of Made-in-Canada Goods Can Be Made Available

Address by A. J. Wright, Before Convention of the Ontario Retail Hardware Ass'n.

SPEAKING from a retail standpoint I am going to deal in two sections. What we have and what we want. I have sat back and listened to the wholesalers and the manufacturers and their addresses represent one of the most instructive features of our convention. It has always impressed me that they have



A. J. WRIGHT

Member of the Executive Committee of the O.R.H.A. who spoke on retail problems.

tried to give us the facts. To the manufacturers and jobbers I say, we appreciate the service you give, we also appreciate the class and variety of the stocks you carry. If you did not have a complete stock handy for us retailers, no one knows where we would accumulate the stocks to meet our customers' requirements. If my wholesale house was not so handy, imagine what a time I would have gathering a stock together. We also appreciate the regular calls of the travellers who display samples, make quotations, straighten out errors, and tell us of the wonderful trade that our competitor is enjoying; the national and local advertising, catalogs, sample window trims, demonstrations. These are all valuable aids given to the retailers and they are appreciated. I do not think the average retailer appreciates the money spent on his behalf by the manufacturers. The men who control the distribution of hardware are of the highest calibre and we have much to be thankful for. This business is not in the hands of a lot of shysters. We realize all these, as things we have now. Now for what we might want.

What We Want

The manufacturers for some years have come to us as an association saying "buy made-in-Canada goods." It is pointed out to us that if we buy Canadian made goods we are turning over our own dollar. Now we are going to say to these manufacturers, we want you to make the goods that our customers demand and make these in Canada. It is just a month or two ago that a salesman came to me and said: "We have 23,000 pairs of German made skates for sale at pre-war prices." The thought struck me that the Canadian manufacturer asks us to buy Canadian made goods. The onus is on the manufacturer and jobber to see that the government does not allow these goods to be brought into this country at this time. If that jobber was to get away with that business it would not be long before another batch of German goods would come along and soon we would have a return to the conditions under which there was 30 per cent. to 40 per cent. of German hardware on our shelves. This should be kept out.

Joint Executive Meetings

Another point addressed to the manufacturers is this: We would like to see your goods sold through legitimate channels only. We would like you to sell them through the hardware trade. I leave that thought with you.

We have an executive committee in connection with this association. They are reasonable men. They are trying to function as an organization of hardware dealers in Ontario. The next step is for the wholesales' executive committee to get in touch with our committee and co-operate and take up these matters that affect them and us from time to time to mutual advantage. There can be nothing gained by standing off and I will say that you will get more satisfaction from this understanding.

We would like your confidence and help to devise ways and means to encourage the sale of goods made in Canada. That is a subject for a joint executive. We want to continue to be your customers, we want to be better customers and retain your good will and prosper together under the best conditions. The only other suggestion I have to offer is that some wireless device be provided the retailers to take the flash from the wires from Halifax to Vancouver in regard to price changes such as that on nails.

James Hardy, secretary Canadian Wholesale Hardware Association, replied that during the present year he had it in mind to carry out the suggestion, namely, to have joint executive meetings between the two associations.

Co-operation Solves Retail Problems

Address by F. B. Smith, Belleville, Ont., member of Executive Committee, at Annual Convention of O.R.H.A.

I HAVE collected several recent headings from trade papers and letters which reached me within the last month through the mails.

To me they show the optimistic view these writers would have us take of what will come to pass. Some sound a note of warning, others of enquiry, asking us to gaze into the future and discover if possible what that future will be.

I Will Quote Them

"What is coming?"
"What is the business outlook for 1921?"
"What is going to happen?"
"Will business be dull?"
"How much longer will the slump continue?"
"A glimpse into 1921 is reassuring."
"The party is over: Look ahead."
"The country is still optimistic."
"1921 the Come Back Year."
"Big (Bicycle) Business for 1921."
"United effort and maximum efficiency is needed."
"Good times for all can only be the product of good work by all."
"Keep hammering away."

"Are we to experience a period of rapid price declines with consequent losses or will prices gradually descend to more normal levels without seriously affecting general conditions."

"Prices went up a step at a time, they must not come down the banister."

"A careful canvass of the industrial field has failed to produce one responsible business executive who lacks faith in the future."

"There is an even greater number of wise men who are unanimously of the opinion that the worst is past, and that a resumption of trade on a sound and more normal basis will be experienced within a very short time."

While at a convention the other day in Montreal a speaker told of a leading firm there who had adopted the slogan:

"We progress by co-operation."

This impressed me at the time and has remained uppermost in my mind ever since. I began to fit it into my own store and into the hardware business of my own city. For some years I have been a believer in co-operation instead of opposition, and

Continued on page 136



F. B. SMITH

Belleville, Ont., a member of the Executive Committee of the O.R.H.A. who spoke on certain retail problems of to-day

Strategic Loss Essential to Effective Offensive

Reconstruction Process Has Not Affected Iron and Steel as Much as Other Basic Materials—Canada Has Reduced Price Advance 30 Per Cent.—Labor is Chief Factor in Basic Industries

Address by B. J. McCormick, General Sales Manager Canada Foundries & Forgings, Ltd., Before Convention of Ontario Retail Hardware Association

WE accepted this invitation as an honor, not of a personal nature to the speaker, but as a tribute to that grand old Smart plant established on the banks of the St. Lawrence in 1854, almost a generation before this great Dominion became confederated.

We feel that a man who mixes with his fellows on occasions of this kind is ever on a voyage of discovery, finding new islands of power in himself which would have ever remained hidden but for these associations with others.

Business Prospects, 1921

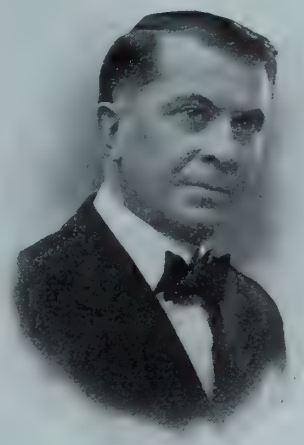
Consciously or unconsciously factory managers are answering this question by the plans which they are now laying for future operations. No one can answer correctly with assurance, but a knowledge of conditions and the economic laws that govern those conditions will aid in making the answer more authoritative. All the ablest theorists and members of the oldest and wisest schools of economics have guessed during the last three months about what was the matter with industry, and what would happen within the near future. You ask for my opinion, but all I intend to do is to discuss the matter with you.

The year 1920 with its profits and losses, and mostly losses, has passed into history. There are several viewpoints from which to look into 1921. The productive and distributing machinery of Canada is very finely balanced and it is a well-known fact that all industry and commerce prospers and suffers together. We have experienced seven-year periods of depression or trade fluctuation. The average length of previous depressions have been about one year, some of shorter periods and some longer.

Reconstruction

Most merchants seem to think that one big slash in prices would have the same effect as a fairy waving her wand, that all our troubles would at once vanish and be over, and that our readjustment would be completed. A good many of us thought that the year 1920 was to be the readjustment period but we were all wrong. The year 1920 started with an unprecedented demand for every article known to commerce, and factories were so crowded with work that they had no time to readjust. In fact, labor asked for and received more concessions in 1920 than during any previous year of the war. During the month of April, 1920, we offended our customers by refusing to bid on over a million dollars' worth of inquiries because our production chart was filled for the entire year on that class of goods.

Then came the shock, and industry immediately went into low gear about October, and here we are.



B. J. McCORMICK

General Sales Manager, Canada Foundries & Forgings, Ltd., Welland

My opinion is that this is the real period of readjustment, and our whole industrial and commercial structure is being tested by the strain, but those who have builded wisely and well have no cause for alarm.

My Vision

My personal vision of the future is bright, pleasant and a reassuring one, but the process of reconstruction must continue until every factor contributes to the result which we attain. Wheat, cotton, tobacco, sugar, leather, rubber, lumber, tea and coffee and other raw materials, including copper and zinc, have taken a big slump in the last three months, some of them going even below pre-war prices, but I wish to call your attention to the one point which I wish to impress upon you to-day, and that is, that iron ore is the only raw material which has held firm.

Why? Because wages have not been revised by the steel interests who perform the first seven processes of this great industry.

Manufacturing implies buying. If nobody wants to buy what the factories make, the factories very soon have to switch off the power and put a padlock on the door. There never has been a time and there never can be a time when nobody wants to buy; but enough people can stop buying, or can curtail their buying, to make a big dent in manufacturing processes and that is just what has happened in this country at this time. There has been, and at the present time of writing there still is, a buyers' strike. It was, and is, psychological. Nobody could have done anything to prevent it. No one alone and unassisted can do very much to stop it. Buying is based on confidence—confidence that prices are fairly stable—that they will not decline recklessly over night. This is true of both individuals and of corporations. It is clear that business and industry in general must take certain broad steps before confidence is returned. It remains for the industry, whether it be manufacturer, jobber or retailer, that has not already done so, to make the plunge; to sacrifice if sacrifices are necessary, but in any event to get back again on a workable basis of confidence. What we all want to know to-day is when will that period of relative stability likely be reached, and then and only then will the wheels of commerce speed up.

In New York there was a meeting in January of jobbers at which they formed a policy to trade among each other, rather than purchase direct from manufacturers. Their slogan was "Don't buy anything from the maker until he is down to pre-war prices."

This buyers' strike will and has slowed up production in our factories with all its disastrous effects of non-employment. Slow production begets higher costs.

Pig Iron

This is an expression used by most hardware buyers, "Pig iron is down $5 or $10 per ton." This is a stock phrase and generally used as an opener with most of the hardware salesmen. Do not use this poor, old, hackneyed phrase because it shows at once that you are not familiar with the basic principles of your own business, and it makes you look like a man coming into a ball game at the seventh inning, and asking your neighbor what is the score. It would be just as reasonable for you to ask the price of iron ore at Lake Erie ports, or even more reasonable still to ask what

Continued on page 85

Mutual Fire Insurance for Merchants

Proposition of Hardware and Implement Dealers' Mutual Insurance Co. Outlined to Convention by F. A. Martin, Ontario Provincial Manager

DEALING with the question of mutual fire insurance for retail merchants, F. A. Martin, Ontario Provincial Manager of the Hardware and Implement Dealers' Mutual Insurance Company, read the following statement:

"The Hardware Dealers' Association of Minnesota organized the first hardware mutual insurance company in 1899 for the purpose of furnishing insurance to its members at a saving. Their success was so pronounced that their operations gradually extended to other states and to-day are licensed in forty-two states across the border.

"Last year the three strongest companies applied and received license in the Dominion and province and are now operating in this country under the supervision of the two insurance departments.

"For the past thirteen years the hardware association members in the States have been saving 50 per cent. on their insurance through this insurance. Dividends are declared by the board of directors in December on all policies expiring the following year, and with the low loss ratio experienced on hardware and implement lines and the small expense at which the business is handled, there is no reason why this dividend cannot be maintained or increased. The large surplus is ample to take care of any excessive losses and gives to the dealer positive protection at one-half the cost of stock company insurance.

"On account of the large number of dealers having added automobiles to their line, we have found it advisable to include fireproof garages to our coverage. The dividend on this class of business is 40 per cent.

"It has been the policy of these companies since their inception to write hardware and implement insurance only, for members of the state hardware or implement association, and to continue the insurance to those in good standing. They are endorsed in the States by the thirty-one State hardware associations and fifteen implement associations. It is our wish to continue this practice in the Dominion, and respectfully solicit your endorsement on this basis, assuring you of the best insurance at the largest saving and our hearty co-operation."

N.Y. Association's Opinion

In further confirmation of the points outlined Mr. Martin read the following letter from the secretary of the New York State Retail Hardware Association of Syracuse, N.Y., dealing with the subject of mutual insurance:

"I am very glad to state that our hardware mutual insurance companies have been an important factor in building up our State association and further in keeping alive the interest of members after the merchants have become affiliated with us.

"The companies have consistently refused to continue insurance for a merchant who withdraws from the association or who defaults in the payment of his dues.

"I believe that in any territory where co-operation between trade organizations and insurance companies can be established in the very cordial manner that exists here, it would pay the associations interested to tie up with the hardware and implement associated mutuals."

In the discussion which followed the presentation of this matter the following question was asked:

What is your policy in connection with the hardware sections of general stores?

Answer.—If they carry 25 per cent. hardware we cover their entire line, said Mr. Martin.

The executive committee will take the matter into consideration.

T. L. Waldon, managing director of the Marshall Wells, Ltd., Winnipeg, accompanied by Seth Marshall, president of the Marshall Wells organization, has left for England.

S. Schwanz, accompanied by Mrs. Schwanz, of Rocanville, Sask., was a visitor in Winnipeg last week, combining business with pleasure.

E. Williams, of Stonewall, Manitoba, spent last week in Winnipeg, and renewed acquaintances with the wholesalers.

A. E. Reynolds, of Calgary, Alberta, representative for Clare Bros., Western, spent last week in Winnipeg with his principals.



NEW OFFICERS OF THE ONTARIO RETAIL HARDWARE ASSOCIATION

The nomination of officers for the ensuing year turned out to be an election by acclamation for these members who will guide the destinies of the association in the year 1921-22. From left to right—R. Hawkins, Smiths Falls, Ont., member of the Executive Committee; George May, Toronto, vice-president; Ed. Wanless, Chatham, retiring president; Nelson Mills, Hamilton, president; W. F. Macpherson, Prescott, secretary; F. B. Smith, Belleville, executive committee; John Caslor, Toronto, treasurer. Mr. Bell, Beeton, Ont., the third member elected to the executive, was absent when the picture was taken.

75% of Nation's Assets Need Paint Protection

Paint and Varnish Needed at Every Stage of a Person's Life—Three Classes of Retailers—Value of Suggestion in Paint Selling

Address by John Irwin, McArthur-Irwin, Ltd., Montreal, Before Ontario Retail Hardware Association Convention

IN speaking to you to-day on the "Save the Surface" Campaign, it will be my endeavor not to present the subject from the angle of statistics to prove that there is need for such a campign. This has already been done, and that idea is fixed in our minds. The field for paint sales is seen to be far beyond what the imagination of a few years ago thought possible.

Given the marketing possibilities we will now consider how the retailer can develop his trade, making those possibilities become actualities, and how the "Save the Surface" campaign co-operates in this development.

The "Save the Surface" child was born in the U. S. in 1916. The paint and varnish manufacturers there realized how necessary was an increased use of the materials they manufacture. It was believed that the market could be doubled or trebled in a few years if the public were taught the ultimate saving to be obtained from the protective value of paint as against the idea of mere decoration. Cultivation of the thought was all that was required, and the movement was started through advertising and publicity along broad, educational lines, impressing on the public the part that paint and varnish could play in conserving the wealth of the nation and individual. Just about this time the States entered the world war, and it was not thought wise to induce all the paint manufacturers to join the campaign until the return of normal times. The propaganda, however, was continued in a small way until the Armistice was signed, when steps were taken to obtain the moral and financial support of all the paint, varnish and allied industries. The object of the campaign was to impress the whole of the country with the importance of paint and varnish in their daily life, so that they should be led to purchase and use it primarily from the standpoint of economy and conservation. The idea of the use of paint as an aid to beautify and improve the appearance of our surroundings was also kept in mind. Sufficient funds were raised in the States to provide for a minimum outlay of $100,000 per year for a period of five years, and the machinery to handle this amount along the above lines was put into operation.

Increase The Fund

The first year's results proved beyond the shadow of a doubt that the idea of the campaign was fundamentally sound. Tangible results began to show themselves. Paint and varnish manufacturers were doing more business than at any time in their history. While it would be foolish to say that all of the increased



JOHN IRWIN

McArthur-Irwin Co., Montreal, who addressed the convention as the representative of the Save the Surface Committee

activity was due to the Save the Surface Campaign, nevertheless, it was conceded by every one interested in the movement that the idea was germinating and that harvest time could be looked forward to. So encouraging were the returns from the first year's investment that in 1920 $250,000 was spent on educational work.

This year enthusiasm is at white heat and $700,000 have been put aside to continue and enlarge the results of the previous campaign.

Early in 1919 a few of the Canadian manufacturers were seized with the idea of the movement in the United States. At first the idea of a similar campaign for Canada was not enthusiastically received. As with all innovations it was received at first with scepticism and considerable difficulty was experienced in obtaining the interest of all the paint, varnish and allied industries. Those who fathered it persisted in their efforts, money sufficient to try it out for the year 1919 was raised. The results were astonishing. The indifferent ones became the most enthusiastic, and papers that had damned the campaign with faint praise were converted and swung into line. In 1920 the paint and varnish manufacturers of Canada eagerly pledged themselves to a three years' campaign, and it speaks well for the satisfaction with the results that in spite of the present bad conditions the appropriation for 1921 has been increased by fifty per cent.

There still remains a good deal of ignorance as to the objects of the Save the Surface Campaign. The Save the Surface movement is co-operative advertising launched by the paint and varnish manufacturers and the allied industries of the North American Continent to educate the public in the use of paint and varnish.

Protective Factor Dominates

In times past paint and varnish were considered luxuries, with a faint idea of protection obtruding itself. To-day first and foremost the function of paint after its beautifying effects is understood to be preservative and protective. In other words, to save all, the surface must be saved.

Seventy-five per cent. of a nation's assets are such as can be protected and saved by the use of paint and varnish. What is true in a national way is true also of the property of the individual.

The floors of our houses are protected by an application of varnish, and we should remember that we prolong the life of the wood indefinitely just so long as we walk on the varnish and not on the wood.

The walls of our houses are protected by a coating of paint, and the elements are incapable of harm as long as the paint prevents the entrance of moisture and the rotting of the wood beneath.

Every one of the population of Canada—between 8,000,000 and 9,000,000—is a continuous prospective buyer of paints and varnishes, either directly or indirectly.

The new born babe is placed in a cradle, then in a carriage, both of which require paint and varnish.

The child's toys, the boy's sporting equipment, the girl's playthings are all finished with paint or varnish.

Everything that youth demands in the home, at school, in social life has to make it finished and perfect the aid of one of the products of the paint, varnish or allied industry.

Marriage creates a new home, newly decorated rooms, new furniture, to bring which into being paint and varnish are all important.

The family flivver is kept looking like a Premier with a can of auto enamel, and some carriage top dressing.

The man of the house finds a thousand uses for the brush and a can of paint.

Every phase of human activity, domestic, social, religious, commercial, political, educational, with recreation and transportation requires some form of abode, and implements that utilize paint and varnish.

Continued on page 134

A GAME OF CARDS

MANY interesting points were brought out in the questions asked by various hardware merchants and the answers given by the association officers and other members in attendance on Tuesday evening. This took the form of "A Game of Cards," in which a number of matters which have come to the attention of the secretary recently were put forward for open discussion. The questions with their answers are given in full herewith:

Cost of a Hardware Clerk

"What should be the percentage cost of a good hardware clerk in proportion to his sales?"

George May, Toronto, replied that this was a difficult point, owing to the fact that a merchant might have a first-class clerk in his store who spent much time fixing show cases and trimming windows, and whose sales, therefore, vary. John Caslor, Toronto, moved that the secretary play this game "alone."

* * *

Percentage of Overhead

"What is the average percentage of overhead expense in a hardware business?"

A great variety of answers were forthcoming on this point. Some of these were as follows:

18 per cent., 25 per cent., 23 per cent., 20 per cent., 20 per cent. to 21 per cent., and 22 per cent. to 23 per cent. The average was thought to be about 22 per cent. W. A. Rankin, Ottawa, pointed out that it was a question of how this was figured, as 20 per cent. on the selling price would run up as high as 30 per cent. on the cost price. One other merchant pointed out that he had taken stock on the basis of both cost and selling prices. For the last three inventories he had marked his invoices at selling price and totalled the whole, thereby striking an average for the three years.

* * *

Managers' Salaries

"What is a fair salary for the manager of a hardware business doing approximately $60,000 turnover?"

President Wanless pointed out that this would depend upon the location. Another retailer suggested that such a man should earn $2,000 a year. Another opinion was that this would depend upon the amount of profit this manager would make on the stated turnover.

This brought up another question as to what a merchant with a fair sized business would pay a managing clerk in charge of a certain department. The answers ranged from $30 to $35 per week. A representative of a firm which did a $230,000 turnover stated that they employed two men at $35 per week, one at $30 per week, one at $20 per week, and another at $15.

Another retailer pays his head clerk $22 per week and 7½ per cent. of the profits. The first year he paid this clerk 2½ per cent. of the profits, the second year 5 per cent., the third year 7½ per cent., and the fourth year he expects to pay his 10 per cent. This commission is settled at the end of the year and a drawing account provided.

* * *

Sentiment in Business

"Does sentiment play any part in successful business management?"

Mr. Joy, Toronto, stated that he would not want to have a business in which sentiment did not play a part. President Wanless stated that while sentiment sometimes cost dollars, the merchant is fully repaid for employing this factor.

* * *

Maintaining Present Wages

"Is it possible to successfully carry on a business and maintain the present wage standard?"

Mr. Joy, Toronto, replied that this depends upon the scale of wages, but stated that in his business it was not possible to reduce wages and maintain present efficiency. Mr. Wanless did not think the average clerk had been overpaid (applause from the clerks present).

* * *

Reducing Wages

"What is the best method to adopt in reducing the wages of your staff—to lay off and retire; notification of intended reduction and extending the privilege of continued employment at the new scale or a personal talk with the staff?

It was generally agreed that the latter plan was the best one, and that employees would appreciate the circumstances which made such action necessary.

* * *

Dealing With Your Opposition

"What action would you take when your opposition in a retail hardware business secures goods in a roundabout way for which you have exclusive agency?"

President Wanless replied that in his opinion reputable manufacturers would uphold their representative under such circumstances. He cited a recent case where a dealer who sold certain goods at cut prices was informed by the manufacturer that they would have nothing more to do with him if he did this again.

* * *

Filing Catalogs and Price Lists

"What is the best method of handling catalogs and price lists in the retail store in order to make the best use of them?"

W. A. Rankin, Ottawa, replied that he had a rack lettered alphabetically in which these were filed. Another merchant said that he had a rack three feet long and containing six shelves. The first shelf would contain catalogs filed according to the alphabet and numbers under each letter. A card system was used as a key for this plan. Every new catalog would be given a new number under the alphabetical letter in which it would be filed.

R. Hawkins, Smiths Falls, has a separate shelf for catalogs divided according to the nature of lines dealt with. Thus there would be a rack for builders' hardware, hardware specialties, stoves, etc. This plan was followed to help in locating the catalog dealing with a certain line, where the name of the firm was not known. Another index was also kept in which the names of the firms were filed alphabetically. The two systems combined were said to be adequate.

Canadian Hardware and Implement Underwriters' Agency Writing Fire Insurance

The Retail Hardware Mutual Fire Insurance Co. of Minneapolis, the Minnesota Implement Mutual Fire Insurance Co. of Owatona, and the Hardware Dealers' Mutual Fire Insurance Co. of Stevens' Point, Wisconsin, have obtained licenses from the Dominion of Canada. These companies were organized a number of years ago as a protest against excessive insurance rates charged by stock companies. Each company has made the necessary deposit of $50,000 with the receiver-general of Canada for the protection of policy holders and has received license accordingly. These licenses have been registered in Manitoba, Saskatchewan, Alberta and Ontario, and a considerable amount of business is said to have been done already in these provinces.

The companies will operate in Canada under the name of "The Canadian Hardware and Implement Underwriters," with head office at 802 Confederation Life Bldg., Winnipeg.

C. L. Clarke, formerly with the U. S. companies and now Canadian manager, has appointed the following Provincial managers:

C. W. Athey, 124 East 7th avenue, Calgary, Alta.

A. E. Athey, 1720 Broad street, Regina, Sask.

F. A. Martin, P.O. Box 137, Colborne, Ont.

Mutual Fire Insurance for Merchants

Operation of Insurance on Mutual Basis—Pay Dividends of 30 to 35 Per Cent.—Tariff Rates Collected—Advantage of Inspection Feature

Address by Norman S. Jones, Manager Northwest Mutual Fire Ass'n, Before Convention of Ontario Retail Hardware Ass'n

I WISH to express my appreciation of having the opportunity to speak to you on the subject of insurance, and to thank you for having a part in your convention program.

You are an interesting body of men to any insurance man, because, as retail merchants, you represent the largest class of business men in any community; and, without you, no real community could exist. But, you are especially interesting because you represent a class of risk which has, in this Canada of ours, been contributing about 50 per cent. of the premiums paid for fire insurance protection, and, yet, have been producing only about 15 per cent. of the losses.

It is not any wonder that you reached the conclusion many years ago that, as a class, you were paying too much for your insurance and that the subject has, in consequence, been a lively one at your conventions.

Referring to the program, I see that your secretary has indicated the subject of what I am to say to you as, "Mutual insurance as carried by Retail Associations," from which I take it that I am expected to tell you something of the arrangement which the Northwestern Mutual Fire Association has made with the various Provincial Boards of the Retail Merchants' Association of Canada, Inc.

I come now to the definite proposition, which, as manager for Canada, of the Northwestern Mutual Fire Association, I have had the pleasure of concluding with the various Provincial Boards of the Retail Merchants' Association of Canada, Inc., from coast to coast. I am presuming that while you are the members of the Retail Merchants' Hardware Association, the great majority are also members of the Retail Merchants' Association of Canada, and, as such, you will have been aware that the matter of an insurance service has been a very prominent topic for, at least, the last ten years, in the councils of that organization.

Insurance on Mutual Basis

The basis of the Retail Merchants' Association is co-operation, which means mutality of interest, and therefore, the logical insurance for the Association to adopt was one modelled on Mutual lines.

The agreement provides that the Northwestern Mutual Fire Association shall operate a special Retail Department, which is known and registered as "The Retail Merchants' Underwriters Agency." No policy will be issued to other than bona fide members of the Retail Merchants' Association of Canada, but policies will be available to only such members that have risks that measure up to the Northwestern Mutual standard.

In discussing the matter of an insurance service with the officials of the various Provincial Board Executives, and at some of the conventions, it was recognized that no plan for insurance service could be considered that did not measure up to the dignity that the Retail Merchants' Association had itself obtained. The first requisite was one of unquestionable financial responsibility. The second was underwriting or line capacity. Any service, that did not include these two important features would not provide the service required nor be worthy of the Association. Neither of these two features are obtainable with a new or comparatively young organization.

It is necessary that the Retail Merchants' Association insurance service shall have the ability to write large amounts. The Northwestern re-insured the Retail Merchants' Mutual Fire Insurance Company, of Saskatoon, on December 1st last. The main reason for the local company concluding such an arrangement was that they had found that as they could safely write a policy for only $2,000, the service was too small to interest a very large number of the merchants. It was therefore, realized that any insurance service that would be of real value to the Association membership must have an underwriting capacity equal to the largest average protection required by an individual merchant. The Retail Merchants' Underwriters Agency has a capacity of approximately, $100,000, subject to one fire area, of which 85 per cent. will be re-insured in other Mutual Companies, who contribute the same rate of dividend and, at the same time, add their combined assets to the reserve fund of the Northwestern.



NORMAN S. JONES

Manager Northwest Mutual Fire Association

The Northwestern Mutual has made full government deposit at Ottawa, and holds a Dominion license. The company is also registered with every Provincial Insurance Department.

No Mutual Company Has Failed

The company was organized 19 years ago, and is now in its 20th year. It has been very successful, right from the start, and is now the largest mutual organization in the United States. The financial statement of December 31st last showed that the company had a reserve fund of practically a million and three-quarters, more than nine times the amount, having which no Mutual Fire Insurance Company has ever been shown to fail.

In addition to building up such a splendidly strong reserve, the company has returned to its policy-holders in dividends, over 3½ millions, which, in a stock company organization, would have gone to the shareholders. Mutual insurance in Canada has always been identified with the premium note, assessment, or contingent liability of some kind, and most, if not all, Mutual Insurance Organizations in the United States, except the Northwestern, operate on an assessment contract. Some years ago the Northwestern reached the point where its reserve was sufficiently adequate to enable the company to issue its policies on a cash, non-assessable basis. As a result, for the first time, in the history of Canadian insurance, a policy is offered which is on an absolutely cash basis—non-assessable, and, yet, participating in the profits of the organization.

When it is understood that the participating feature has never meant less than a dividend of 25 per cent. on any class and that the average, for the last ten years is over 30 per cent., some idea of the attractiveness of such a contract may be gathered.

Dividend of 35 Per Cent.

When the arrangement with the Retail Merchants' Association of Canada was made, it was intimated that a dividend, on the retail class, of 30 per cent., might be expected and we have been proceeding on that basis. Last week I received a telegram from head office at Seattle, advising that the dividend, on the retail class for this year had been struck at 35 per cent. It is also important for you to know that the dividend rates have never been changed except to be increased.

Some of you may wonder how such a wonderful dividend can be paid. I'll tell you. The total net premium income of the company for 1920 was, approximately, $2,149,000. The losses amounted to only $538,000—practically 25 per cent. as against the experience of the average company of 55 per cent.—there's 30 per cent. of a difference there. As a matter of fact the Northwestern figures show that only 60c of each dollar, collected for premiums, is used in the payment of losses and expenses. Thus, an average margin of 40c has been the record, as against the margin of 5 and 10c of the average company; and, remember, this is not only the record of last year, but it is the record of the company for the past 20 years, and, surely, 20 years is long enough to establish a record that can be relied upon.

The Canadian management is absolutely in the hands of Canadians. All Canadian premiums will remain in Canada. All losses are passed by and paid from the Canadian head office. No loss claims are submitted to Seattle.

I am well aware that some of our competitors are endeavoring to make capital for themselves by "waving the flag" and lamenting that the Retail Merchants' Association of Canada should affiliate with an American institution. It is not to be supposed, for a minute, that that phase of the proposition was not fully considered. It was recognized that a Mutual organization, that would be of any value to the Association membership, could not be created for many years to come. The experience of the local company at Saskatoon was good evidence of that fact. As already explained, everything about the organization in Canada is Canadian, and, therefore, the only feature of the proposition that is

Continued on page 84

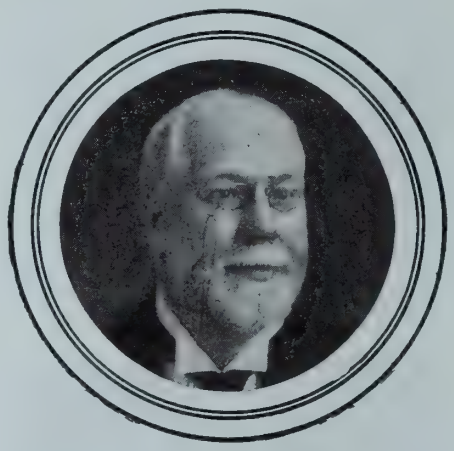
Should Oppose Recent Legislation

James Hardy, Secretary Canadian Wholesale Hardware Association, Suggests Action Regarding Ammunition and Arms Legislation Recently Passed

BRIEFLY addressing the convention on the business outlook, James Hardy, Toronto, secretary Canadian Wholesale Hardware Association, mentioned that last year he had advised the trade to buy all the goods possible and that the trend of events had justified this advice. This year conditions were admittedly different but Mr. Hardy drew attention to the remarks of C. H. S. Bamford, sales manager J. H. Ashdown Hardware Company, Winnipeg, as outlined on page 58 of the February 12 issue of Hardware and Metal. Mr. Hardy advised the trade to give careful attention to the details outlined therein. Mr. Hardy then made brief reference to the legislation in regard to the sale of arms and ammunition.

Oppose Legislation

"Recent legislation in regard to the sale of arms and ammunition has been very drastic," said Mr. Hardy, "the amendment to the law provides that the wholesaler may sell these lines unreservedly to the retailer but the latter in selling is hedged around with all sorts of conditions. He cannot sell a gun to a man unless he has got a permit. If the customer wants to shoot deer, he must obtain two permits, one for the gun and one for the deer. These permits are only good for twelve months. I have always had in mind the saying of a famous attorney in New York who said the best way to show how bad a bad law was, was to strictly enforce it. It is very well for people who live in cities but when you come to sell your farmer customer and he has to get a permit I think it is a case that you should take up and make all the representation possible. This is a very serious thing and if you are going to do any business in that line at all you will have to take action."



JAMES HARDY

Secretary Canadian Wholesale Hardware Association, who in speaking of the business outlook at the O.R.H.A. convention in Hamilton this week, drew special attention to the points mentioned in an article on page 58 of February 12 issue of Hardware and Metal.

Tariff Revision

Ottawa.—In the address from the throne read by the Governor-General upon the opening of the new session of Parliament, reference was made to the question of revising the tariff, as follows:—

"My advisers are convinced of the necessity for revision of the customs tariff. In order to secure the most complete information a committee has conducted an extensive and thorough inquiry and has secured the views of all parties and interests in every province. The hearings necessary have been completed and the conclusions founded thereon will be submitted in due course. It is the opinion of my advisers that in such revision regard must be had to the necessities of revenue and as well that the principle of protection to Canadian labor and legitimate Canadian industries, including agriculture, which has prevailed for more than forty years in this country must be consistently maintained; but that the customs duties imposed to that end should be no higher than is essential to ensure good standards of living among our working population and to retain and make possible the normal expansion of the industries in which they find employment."



AN OPEN SESSION AT THE O.R.H.A. CONVENTION

Photo showing those in attendance at one of the open sessions of the convention of the Ontario Retail Hardware Association in Hamilton this week. Manufacturers and wholesale firms are well represented in the gathering, along with the retailers who attended the convention.

Outlines Winchester Store Plan

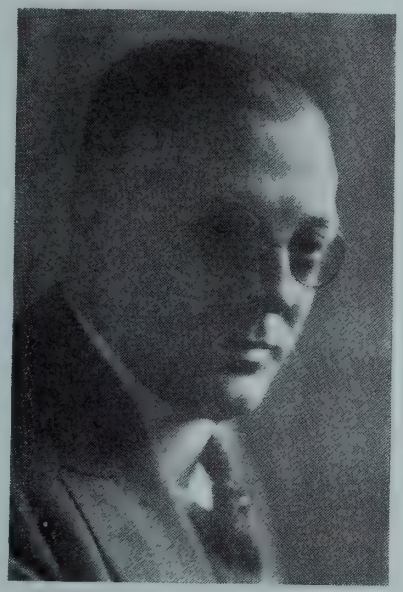
Not a Cut Price Proposition Says F. A. Maycumber, Sales Manager of the Company—Have No Fight With Jobbers—Have Helped Hardware Merchants to Meet Competition—No Immediate Plans for Canada

Address delivered by F. A. Maycumber, Sales Manager Winchester Repeating Arms Co., New Haven, Conn., before Convention of Ontario Retail Hardware Association

WHEN your secretary wrote me and asked me to come here in reference to the Winchester proposition, I was somewhat fearful of coming to a strange country and talking to you about it, but he wrote a second letter and outlined a little program, and his proposition was interesting to me.

Speaking of the Winchester plan, we are not as bad as they are painting us in the U.S. We are not the big octopus trying to gather up everything and taking it away from the hardware men. Before the war Winchester employed 6,000 to 7,000 men. During the war our plant extended, and at the time the Armistice was declared we had 22,000 people. About a year after we had 15,000 employees. You can realize what we were up against, for all we had left from the war was a plant. We did not make any great amount of money in the war. When the war ended we had a big plant and had to fill it. The thing we had to consider was what kind of goods we should manufacture.

We had always been in the firearms business, and the question was, was it right to branch out and manufacture other lines in keeping with our regular products. We finally decided to make a start and surveyed the field. We decided one of the things we would like to make was cutlery, so we bought the Eagle Knife Co., and others. We do not pretend to know all about the knife business, but we are learning. We have a capacity of 2,500 doz. knives a day. We took over another high-grade line of pocket knives, and, furthermore, we are manufacturing reels, skates, axes, etc. After we got manufacturing all these lines we wanted to know how we could distribute them. Our business in the past had been through jobbers. Should we continue on the same lines or adopt a method of distribution through the retail trade direct? We found out there were about 70,000 retail hardware dealers in the U.S. We decided this plan could not be followed. We then hit upon the exclusive agency plan, and finally decided to put it into effect in each town in the U.S. under 50,000 where there was a hardware store giving exclusive rights to sell our new goods. We also decided that the jobbers were entitled to consideration in reference to our new line of products. Some of the jobbers became unfriendly and went after us pretty strong. They said our method was wrong, and we were doing something that would spoil business in the United States. We started out with a constructive policy, we did not care to tear down what had been built up. We felt that through our exclusive agency plan we would come into closer touch with the retailers who were our



F. A. MAYCUMBER

Sales Manager Winchester Repeating Arms Co., New Haven, Conn., who addressed the convention on "The Chain Store Proposition."

distributors. We sold to them at slightly higher prices than we sold to jobbers.

No Fight With Jobbers

We have no fight with the jobbers, and we do not want to have. The jobber is just as necessary for distribution as the railroads, but I think in our own proposition we had something else to consider. We want to build up the hardware business if we can, so as to take a certain proportion of business which is now going to the department stores. I think the hardware dealers as a class in the U.S. have been asleep. When I go to the Wanamaker department store in New York I visit the hardware department, which is one of the finest to be found. This store is taking business from the hardware stores. When we adopted our policy we said we would establish our own operated stores in towns over 50,000. This was simply a policy, as we have established a number of agencies in towns under 50,000. This was because we could not find, as a rule, hardware dealers who could give us the representation we wanted to establish.

Competing With Department Stores

In one town I have in mind there were three big department stores with which our store had to compete. The hardware man in that town came to us and said he could not stand the competition. We took him with us and fought the competition together. Since last July we have fought, and to-day the hardware store and ourselves control the aluminum ware business in that town.

Not Cut-price Proposition

When a man speaks of chain stores I think of cut-price competition, but that is not our policy. We conform with the prices established in each district and we are succeeding along that line.

Agencies

We have established over 3,600 exclusive agencies in the U.S. Every dealer is a stockholder. We did not have any stock to sell. Every dollar's worth of stock was purchased on the open market for them. We financed it until it reached the dealer. We asked the dealers to come in on this because they would have a financial interest and would help to make it successful. We have quite a bunch, and in the next two years we expect to have over 6,000 agents. These dealers are helping us.

Speaking of the legislation re firearms as mentioned in your convention, I am reminded of a similar condition in the State of Oklahoma, where we formed a Winchester club, similar to that formed in each district, composed of local dealers. They carry on their own affairs and make suggestions re policy. The question of legislation was reported to us, and we took it up with the executive committee, and I have had a telegram since coming here stating that the bill has been defeated. This was not due to the Winchester club alone, but with the help of the dealers. The officers of Winchester clubs in various districts are prominent members of the retail associations in each State.

Continued on next page

Sales Service

One of the things we feature is our sales service, which we tie up with our exclusive agencies. This service is along the lines of better merchandising methods. You know the old type of unprogressive hardware store, most of which in the U.S. are painted green. One of the first things we thought of was to change the color of the store fronts of our stores. We voted to paint Winchester store fronts a Winchester grey, a color which would stand the sun and water better than any other. To-day we have over 600 of the retailers throughout the U.S. who have their stores painted this color. This is a co-operative idea.

Warehouses

We have established in the United States three warehouses, and on March 1st two more will be opened. Each is in charge of a district manager who handles the salesmen. Each proposition is entirely separate. The dealers are closely tied up to these warehouses. We will not sell general stores or jobbers from these warehouses, and we do not quote general dealers on any of our new products. We quote general dealers on guns and ammunition, but at jobbers' prices and accept orders for shipment through jobbers but our exclusive agents can buy guns or ammunition or our other lines direct. We like agency dealers to maintain our prices as we do not want them to get into a price war. We do not believe that the agency dealer has any more desire to cut prices than any other dealers and we believe this policy can best be maintained through our plan.

Prestige of Hardware Ass'n Not Affected

The prestige of the retail hardware associations has not been taken away. We have not hurt them in any way. We have rather co-operated with them.

We have no fight with the jobbers. We are going to sell the jobbers guns and ammunition as long as they will buy. They are entitled to every consideration and we feel we are giving consideration to them in every way we can. There are some jobbers who quit us, but for every one who quit Winchester has been able to get most of that business through other sources.

Prestige of Name Winchester

The name Winchester has come to have much prestige which we must guard. Theodore Roosevelt when preparing for his South African hunting expedition asked Winchester to outfit him, but stipulated that this fact was not to be used for advertising purposes. Yet in looking over his book written on the basis of his experiences I note he makes frequent reference to Winchester in such phrases as "I took my trusty Winchester."

During the war our plants were guarded closely. Our competitor at Bridgeport, Conn., also had the same protection and a local newspaper printed an article showing the chief of police and the guards and mentioned that they were armed with Winchesters.

Thus we want to guard that name carefully and that is why we have gone into the exclusive agency. That is why we want agents to guard that name closely. We have selected retailers who will further the Winchester plan. Our plans have not changed. We are going ahead just as we started and we have not seen any cause to change them.

Women's Trade

The hardware stores as a rule have never gone after the women's trade. Statistics show that 80 per cent. of all retail purchases are influenced by women. The result is the retailer is catering to 20 per cent. of the trade only. Why is it the department stores secure that business? It is because they influence women purchasers. Our idea is to encourage the hardware man to put in side lines to appeal to women and get them into their stores. The women will see a shirt sale and will tell her husband. They may not purchase direct, but they purchase indirectly and we suggest that every hardware man go after the women's trade.

Have Big Responsibility

I have been much impressed with the talks I have heard here. I will say you have a bigger responsibility than you have had before. The manufacturer cannot produce unless you sell. The jobber cannot buy unless you buy and sell. The result is that the whole load has got to be carried by the retailer. He has to establish confidence in the consumers' mind in regard to prices prevailing. I do not believe you should cut prices but that you should take fair profits. But you have to go after business, and there is plenty of normal business to be had.

Blame Manufacturer

The manufacturer is as much to blame in reference to present conditions as the retailer or consumer. This is not a "consumer's strike," it is a lack of confidence. Everyone has lost confidence, the result is that plants in the United States today are running only on half time, but there is a certain amount of normal business that the manufacturer is not getting. The responsibility is on the retailers. If business does not start before long, and when it does start there is going to be a scarcity of goods and the prices will be upward. Now is the time to buy goods in normal quantities to meet normal requirements. Keep your stock well assorted. The only way we can get back to normal is for the retail merchant to help and if you do not everyone is going to suffer six months from now.

The Winchester business is not broke yet and our president has not resigned as has been reported. We are happy and are trying to put forth our own ideas without destroying anything.

Plans for Canada

At the present time we have no plans made for Canada, but it may be that at some time in the future we may enter Canada if we think there is a market for our plan here. We are still going to distribute our goods in Canada through jobbers. Our new products will not be sold in Canada at the present time. Distribution will be only through the exclusive agency plan and then we will manufacture in Canada so as to have "made-in-Canada" goods. I agree with you in your ideas on this subject and I believe the more manufactures you get here the better Canada will be because you have the resources here. You must extend your your manufacturing to get the most out of these resources.

Firms Represented at the Hardware Convention

AMONG the firms who occupied booths or were otherwise represented at the convention were the following:

The Hoover Suction Sweeper Co. of Can., Ltd.....Hamilton, Ont.
Bird & Son, Limited .....Hamilton, Ont
The Consumers' Cordage Co. .....Toronto
Wentworth Manufacturing Company .....Hamilton
Dougall Varnish Co. .....Montreal
Stewart, Wood & Co., Ltd. .....Toronto
The Martin-Senour Co., Limited .....Montreal, P.Q.
The Coleman Fare Box Company, Limited .....Toronto
The Steel Company of Canada, Limited .....Hamilton
The Sherwin-Williams Co. of Canada, Ltd.....Montreal, P.Q.
Shurley-Dietrich Company, Limited .....Galt
Lowe Brothers, Limited .....Toronto
Canada Foundries & Forgings, Ltd. .....Brockville
Slade Manufacturing Company .....Owen Sound
Burlington Steel Products, Limited .....Hamilton
Sanderson Pearcy & Co., Limited .....West Toronto
Ohio Varnish Company, Limited .....Hamilton
Aluminum Specialty Co. of Canada .....Toronto
Clay Products Agency, Limited .....Toronto
Brandram-Henderson Limited .....Montreal, P.Q.
Hardware and Metal .....Toronto
Richards-Wilcox Canadian Co., Ltd. .....London
The Hall Zryd Foundry Co., Ltd. .....Hespeler, Ont.
Kasement Skrene Dore Co. .....Toronto
Standard Paint & Varnish Co., Ltd. .....Windsor
The DeLaval Company, Limited .....Peterborough
Norman Macdonald, 62 Temperance St. .....Toronto
Oneida Community Ltd. .....Niagara Falls, Ont.
Durham Duplex Razor Company .....Toronto
Canadian National Carbon Co., Ltd. .....Toronto
Martin-Senour Co., Ltd. .....Montreal, P.Q.
Canadian Steel & Wire Co. .....Hamilton
Hamilton Mirror Plate Co. .....Hamilton
Hamilton Aluminumware Co. .....Hamilton

The Boeckh Company, Ltd. .....Toronto
The Hamilton Stove & Heater Co., Ltd. .....Hamilton
Daniel G. Moody .....Toronto
E. C. Atkins & Company, Inc. .....Hamilton
AutoStrop Safety Razor Co., Ltd. .....Toronto
S. C. Johnson & Son, Ltd.....Brantford
Home Products Company .....Hamilton
Meakins & Sons, Ltd. .....Hamilton
Tallman Brass & Metal, Limited .....Hamilton
N. Slater, Limited .....Hamilton
The Canada Paint Company, Limited .....Montreal, P.Q.
Taylor Brass Co. .....Hamilton
Meriden Britannia Co. .....Hamilton
Dowswell Lees & Co. .....Hamilton
Gendron Manufacturing Co., Ltd. .....Toronto
Clare Brothers & Co., Ltd. .....Preston, Ont.
International Business Machines Co., Ltd.....Toronto
The Perfection Stove Co., Ltd. .....Sarnia, Ont.
Thermos Bottle Co., Ltd. .....Toronto
W. D. Shambrook & Co. .....Hamilton
The McClary Manufacturing Co. .....London, Ont.
Brantford Roofing Co., Ltd. .....Brantford
1900 Washer Co. .....Toronto
Hurley Machine Co. .....Hamilton
Bloom & Brittain .....Hamilton
The McClary Manufacturing Co. .....Brantford
Easy Washing Machine Co. .....Toronto
Frost Steel & Wire Co., Ltd. .....Hamilton
The Eureka Planter Co., Ltd. .....Woodstock, Ont.
Canada Needle & Fishing Tackle Co., Ltd. .....Toronto
Canadian Edison Appliance Co., Ltd. .....Stratford, Ont.
In attendance—Benjamin Moore & Co. .....Toronto
Brown & Bonnick, Ltd. .....Toronto
Taylor Brosco Co. .....Hamilton

Building a Co-operative Business

"Closer Relations Between Producer and Consumer are Desired" —Syndicate of Fourteen Members Started Co-operative Business On $700, Now Return Dividend of 8 Per Cent. and Commissions To Shareholders

Address by Wm. Hargreaves, Manager Drug Trading Co., Toronto, before Convention of the Ontario Retail Hardware Ass'n.

I CONSENTED to come here for two reasons. One is that I feel that if we have got a successful organization our experience will be of service to you and it would be selfish for us not to give you the benefit of that experience. The other reason is that I consider ours is a plan that is very much in the interests of the general community because it brings closer together the producer and consumer. Much has been said about this subject in recent years. You hear complaints about the difference between prices paid producers and asked of consumers. I also consented to come under the brief that you are considering establishing a similar co-operative organization.

The wholesale drug houses of Canada did not entertain any kindly feeling toward our company, but our organization has benefited seven hundred retail druggists and any number more are eligible, and they are not going to feel bad because we tread on the corns of a few wholesalers. I do not want to bring down upon our shoulders the wrath of other wholesalers, but I think our experience might be of some benefit to you.

The Start

I am not so sure either that it can be of any particular benefit because of a possible great difference in conditions. We started in a very small way and I think that we had very good reason for starting. We commenced as a sort of syndicate. Fourteen druggists got together in consequence of a department store putting in a drug department selling proprietary articles, which gave them a particularly good opportunity because proprietary articles are advertised at established prices. Now, as retailers we had to pay $1.75 per dozen for articles to sell at 25 cents each. These were sold by the department stores for 15 cents or sometimes two for 25 cents. We had to do something. We tried numbers of schemes working jointly with manufacturers and wholesalers, but they did not work, so we organized the syndicate, putting up $50 each, starting in the back shop of Hargreaves Bros., who were appointed agents. You will be surprised at what we accomplished with that $700, and we continued under that plan for several years, until we were forced to make a change and get away from retail connections to organize the Drug Trading Co. I think we now have the largest business with retailers in Canada. We have not a traveller on the road. Now we have about 700 shareholders, the large percentage of these being in Ontario, though we have them out in Alberta and Saskatchewan and in the Maritimes.

Pay Commission and Dividends

Through the syndicate we distributed the goods at very small advance on cost —about 1 per cent. and another 3 per cent. added to the invoices to cover expenses of Hargreaves Bros. for carrying on the work. But when we went into the Drug Trading Co. we adopted prices as used by the other wholesale drug houses particularly on proprietary articles plus a margin of 15 per cent., but at the end of the term we paid not only a dividend of 8 per cent. but a commission on purchases based so that a man who bought $2,000 worth would get twice as much as a man who bought $1,000 worth. That commission varies also in favor of those holding the higher number of shares. The shares are $50 each and no one is allowed more than 15 shares. Each share, excepting the first, is only half paid, the first being paid in full. Our idea is that the business must be carried on on a plan which will make losses practically impossible. No individual therefore has more than $400 invested.



WM. HARGREAVES

Manager Drug Trading Co., Toronto, who spoke on the subject of "Co-operative Buying."

A great many get back in the shape of commissions, as much as $2,000 on their $400 in a year. We have paid in dividends a commission each year since we started in business. In our earlier years this amounted to about 85 per cent. and in our later years it has grown to 120 per cent. of our total paid up capital and today I would say that we could sell out our business and we could pay back about 200 per cent. of the paid up capital, so that we are in pretty healthy condition.

However, there is a difference in the situation between yourselves and ourselves. We started in a very small way, so small that no wholesale drug house realized what was going on or they certainly would have snuffed us out of existence. They did try to do so but the efforts were confined pretty well to the Toronto jobbers. If you start out in that small way I am sure you will meet with that opposition and a good deal stronger opposition than we met. On the other hand if you start in a larger way to fight that opposition, which I think would be necessary, you will want to have the confidence of the retail hardware stores generally. Are you in position to get that confidence? Starting in a small way as we did, we got that confidence from the retail druggists. We carried on under that syndicate long enough to show them we could successfully conduct the business on this co-operative plan, but when we made the change we had no little trouble to induce them that under the changed plan they were sure to get the benefits which accrued under the syndicate, but we managed to hold all but about ten or twelve out of about two hundred shareholders, so that we started our Drug Trading Co. with about two hundred shareholders and they came in with some doubts and fears, but these gradually disappeared after about three or four years and everyone then had confidence.

Our prices are regulated by the margin of profit we get on the proprietary articles, that is 15 per cent. We try to carry that out on all lines and that is our basis. On lots of other lines the wholesale drug houses want as high as 50 per cent., and they frequently get 20 per cent. to 25 per cent., so that outside of the proprietary articles, every shareholder saves by buying from the company outside of the commission he gets at the end of the term. Even if they did not get the commission they were saved money.

Social Spirit Held Sway at Banquet

Generosity of the Hosts Exemplified in Dinner And Entertainment Provided by Wood, Alexander & James

AN event of much value in cementing the ties of good fellowship between the various branches of the trade was the complimentary banquet tendered the Ontario Retail Hardware Association by the firm of Wood, Alexander & James, Hamilton, on Wednesday evening. The utmost generosity was exemplified in the array of good things for dinner and the features of entertainment. The social spirit was early awakened by the choruses, aided by an orchestra, and under the guidance of an enthusiastic conductor.

Toasts to the King, to Canada, and to the Ontario Retail Hardware Association were proposed by S. H. Alexander, the latter toast being responded to by the retiring president, Ed. Wanless, and Secretary W. F. Macpherson.

President Wanless Replies

To the tune "For He's a Jolly Good Fellow" Mr. Wanless spoke of feeling quite at home at the head table in company with Messrs. Wood and Alexander representing the firm acting as host; James Hardy, C. Birge, Steel Co. of Canada, and others representing Hamilton industries. He expressed regret at leaving the "inner circle" of the association and spoke in high esteem of the officers with whom he had worked in his official capacity.

"I have never been connected with a better group of live business men and I commend them to your support for the year," said Mr. Wanless, concluding with an expression of appreciation of the social evening provided. A lusty clap from those present confirmed this expression.

New Plan Will Be Helpful

Secretary W. F. Macpherson made reference to the steady growth of the association and expressed the opinion that under the new plans being formulated the organization would this year come into its own. He had been much gratified to hear from those who had visited similar conventions and exhibitions in other countries that nothing better than this year's program of the O.R.H.A. had been found. He thought one of the big steps forward this year would be the joint meetings of committees of the wholesalers and retailers as outlined by James Hardy, sec. Canadian Wholesale Hardware Association.

On behalf of his colleagues in the firm of Wood, Alexander & James, who acted as hosts, S. H. Alexander replied briefly to the effect that it was a pleasure to provide this entertainment and that the hosts had taken as much enjoyment in it as did the guests.

ONLY PERMANENT AND SANE REDUCTIONS

Continued from page 69

me to draw the attention of my hearers to some of these facts in order that they will realize that their interests in manufactured products are equal to yours or mine. I have a great deal of faith in the Dominion of Canada because I believe that we are better equipped to face any depression which might come to us than any other country in the world, and a good many are going to be disappointed who have expected that depression would overtake this country.

"I Told You So"

"You know the old story of 'I Told You So' when men stand on the street corners whispering of the awfulness of what may come. They who see only rain and storm and forget that the sun does come out and the clouds disperse and that we do have glorious weather, which in its turn must give way to a bit of rain and sleet so that we may have those 'bigger than ever' crops each year. 'Heavens.' Has there ever been a panic that half-way equalled what was prophesied? Has any ten-year period in Canada's history equalled the past decade in our industrial and national growth? Doesn't each decade show giant strides beyond the last? Are we going to lie down and develop a frenzy because we outgrew our clothes and found them a bit too tight in spots? The new ones will shortly arrive from tailor adjustment and let's hope we have ordered them slightly large to allow for further growth, and we all know trade will soon get busy and busier, then busiest again. Then what is all the fuss about? Just keep on trading.

Canada's Position Sound

"The man the world looks up to for his success is usually not a mental marvel. He is just the average type of logical, hard-headed, business man with the added quality of wider vision. His vision shows him the wisdom of knowing every detail of his commercial affairs and you know that the opinion which I hold of you is that you are the type which I refer to and that Canada will not go back but that manufactured products will still continue to come forth from the machines and supply what is necessary to build up this country. We are under an obligation to fulfil our part and we cannot supply what is needed if we hesitate about having the goods which are in demand. I have refrained from giving figures or statistics about the wonderful wealth of our country. I believe it would be sufficient for me to mention that the value of the field crops of Canada for 1920 was $1,636,664,000 as against the figures for 1919 which were $1,452,435,000. This surely is enough to convince the most skeptical that Canada is going to go ahead, that plenty of hardware is going to be consumed, that there is going to be all the business that we can look after if we will only stop talking, live economically and go to work, and when the readjustment has reached the retail store and a new basis of values has been generally accepted, the genuine prosperity will arise in which you will have a large share. We shall merit and shall secure that prosperity in proportion to our good sense in realizing now that our duty is to go ahead, sell all we can and buy what we require."

S. H. ALEXANDER CONVENTION ADDRESS

Continued from page 71

a considerable amount of unemployment, but this does not reach to any degree the rural community and at the worst it should not last long in the industrial centre.

Our crops last year were ample to keep us in food and while the farmer did not get war prices, he certainly got more than he was accustomed to getting in pre-war days, and I see no reason whatever why the average hardware merchant in the towns and villages at least should not enjoy a full normal business in the year 1921.

The world is still short of iron and steel products and we believe that as soon as confidence is again restored, there will not be enough goods to go around. We know of no manufacturer with a stock of goods in his premises that would in any way compare with his normal stock in pre-war days. Some lines could be enumerated now that could not be secured under several months. Architects' offices are full of work ready to be let as soon as intending builders are assured that they will get value for their money, so that as soon as the period of fear is past there is every reason to believe that business will flow freely in its accustomed channel.

These remarks could be continued at length but I understand I was only expected to make some general observations and if I have been able to convey anything of interest to you gentlemen I shall feel myself amply repaid.

I trust that your meeting together will be of benefit to each and every one and that you will go back to your business feeling proud that you are connected with such a virile and necessary branch of the business community.

Linseed Oil Has Led Declines

Decline in Past Year of $1.60 Per Gallon— Should Give Attention to Quality

Address by M. Lortie, Toronto Manager Dominion Linseed Oil Company

ON behalf of my principals I desire to thank you for the privilege of addressing your convention a few minutes on the linseed oil situation.

From my observations, through the public press and street conversations, I believe that the great outstanding feature from a buyer's standpoint has been to await the time when price or prices are readjusted. Grant that I may to some extent at least be right in this content. I therefore desire to make it quite clear to all you, gentlemen, in fact to all buyers of linseed oil that of all commodities linseed oil probably has in the matter of decline led all others, so that to-day you are buying linseed oil at a right price. When I say a right price I do not mean to say that we have seen the low point and that oil will not sell lower, but when you consider that the decline for the last year amounts to $1.60 per gallon, and further, when you consider that the oil which will be shipped to you on your spring orders has been made or manufactured during the last three months, and that the price of the raw material of to-day, not when it went into the mill, which, in many cases, was from fifty cents to two dollars per bushel higher, governs the selling costs or price, I hope, gentlemen, you will be reasonable and grant the manufacturers of Canada, through your jobbers, the privilege at this time of filling your requirements.

Mr. Chairman, from my viewpoint, I have from our president a very important message to deliver, that is regardless of price, the policy on which the founder, the late James Livingston, of Baden, whom you all knew, built up the Livingston brand of linseed oil, shall be maintained. "Quality" goods will be our aim, nothing but a pure matured oil shall be marketed, always reliable and fully guaranteed. Therefore, when you have the name "Livingston" on the barrel you are fully protected.

Time, unfortunately, will not permit to fully go into the respective merits of oil, but since the ultimate purpose of oil is for preservative as well as decorative use, I think all buyers, and particularly the retail hardware merchants, should give more attention to the quality of goods they buy; in other words, price alone does not of necessity bring quality oil. As an illustration, we all know that flour is made from wheat, there are different qualities of flour, the result, of course, from milling different grades of wheat or through the admixture of wheat grown in different countries or perhaps more properly speaking grown in different climates; what is true of wheat and flour is just as true of flaxseed and oil, for the same reason that Manitoba hard wheat is of a high grade, Canadian Northwestern flaxseed is likewise of a high grade. Therefore the Canadian buyer of linseed oil, in my estimation, should be very canny in buying any other oil than that manufactured at home and from home-grown flaxseed; last, but not least, made by Canadian labor. Every dollar in the Livingston plants at Baden, Montreal and St. Boniface is a Canadian dollar.

As intimated the climate of a country has a decided effect on the grain grown, therefore does it not follow in this case that the products from home-grown commodities are better suited to withstand the severe climatic changes of our country? I am pleased to say that my principals are crushing Canadian seed at all of our mills.

As important as the raw material is, just so are the various stages in the process of manufacturing. This subject being so vital does not lend itself to short discussion, but I desire to draw your attention to at least one phase of it, that is the boiling of oil. In this department alone our Baden boiled oil is, and has been, characterized as a distinct product from all other boiled oils. It is a genuine fire boiled or, commonly termed, kettle boiled oil. In this process the moisture in the oil is driven off to a greater extent and therefore coagulates the myriads of oil cells thoroughly and positively, which gives it absolute elasticity so vital from a preservative standpoint, and as such requires a longer period in which to properly precipitate or settle and at the same time the relative cost between a steam boiled and a fire boiled oil is fully two cents per gallon. Yet what do we have? No discrimination in buying, that is to say, the buyers are paying just as much for one product as the other.

What applies to the foregoing remarks largely applies to the linseed oil trade generally, and it is for this reason that I am appealing to the trade at this time to make a study of all commodities for quality. Any varnish maker will tell you that the better varnishes are those made from high-grade goods, but in addition to that he also knows the necessity and does emphasize the fact that varnish must be aged to mature. What is essential to finish the varnish is just as essential to finish the oil. Assuming that linseed oil is properly manufactured and produced from high-grade raw material, purchased at its lowest point, it of necessity follows that the longer the oil is stored under proper conditions the better becomes its quality and beyond any doubt the value should increase to at least the proportionate carrying cost, even though flaxseed does not change in price. It is this feature that is entirely ignored by the trade and you may depend upon it that just so long as the buyer will not discriminate, just so long will it be possible, if you will pardon the expression, for the lusty trader to use any oil. Unfortunately since no standard is established, the average buyer is handling an inferior article on which his percentage of profit is no greater than where the better grade oil is handled. Not only this, gentlemen, it should be part of your duty in acting as buyers for the general public, for is it not the public you depend upon for your profits, to know the details of any commodity and base the value accordingly?

In conclusion, I desire to submit to this convention the fact that Livingston brand linseed oils are not produced on price basis, but prires are consistent with value of raw material plus quality, and I leave it with you to "get what you want," only remembering that the blue barrel with the name Livingston is the outward mark of inward quality.

Winnipeg Building for 1921 Estimated at $14,000,000 Events in the Trade

Winnipeg.—Revised city hall estimates of the probable building operations in Winnipeg this year place the outlays at approximately $14,000,000, the largest since before the war and one of the largest in the city's history.

Here is the list:

General building	$11,000,000
Granolithic walks	372,000
School board	1,000,000
Sewers	60,000
Pavements	70,000
Pavement repairs	50,000
Maryland bridge	250,000
Housing commission	570,000
Aqueduct underdrainage	120,000
Miscellaneous	508,000
Total	$14,000,000

The city's local improvement program, it was explained, will be governed by the funds available but orders already have been issued to advertise the city's intention to construct many of the works listed.

Building permits alone last year aggregated $8,370,150, covering 2,501 premises. The building department issued, since January 1, permits for 46 buildings to cost $196,000 as compared with permits for 49 buildings costing $111,550 between January 1 and February 12, 1920.

With housing accommodation taxed to the limit, companies clamoring for space in office blocks and business concerns increasing the size of their premises, builders in touch with conditions anticipate that even more than $14,000,000 of construction work may be completed.

The city also contemplates erecting an addition to the King George Hospital in Fort Rouge, if the necessary arrangements can be made.

Robert Hobson Heard at Banquet

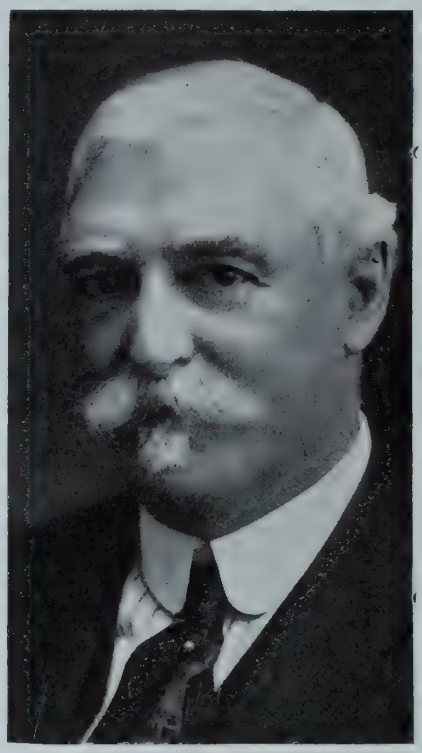
Enjoyable Social Event Provided by Manufacturers of Hamilton—President of Steel Co. Deals With Conditions

THE hardware manufacturers of Hamilton extended a very enjoyable banquet to the retailers, travellers and visitors to the convention of the Ontario Retail Hardware Association at the Royal Connaught Hotel on Thursday noon. A number of entertainers from local theatres were on hand and the guests enjoyed the music and entertainment.

H. B. Hubbard, E. C. Atkins Co., presided and welcomed the guests in behalf of the Hamilton manufacturers.

Robert Hobson, president the Steel Co. of Canada, who has just celebrated his 25th year with the company, stated that he had some good news for the assembly and then proceeded to give the assurance that we were 90 days nearer good times than we were three months ago. Mr. Hobson stated that he was an optimist and that the views expressed by George Spence at the meeting on the previous day, as outlined elsewhere in this issue, represented the views of his company. Referring to the steel situation Mr. Hobson predicted good times in the near future and the scarcity of many hardware lines. He stated that to-day there is not ten days' supply of pig iron in the United States, practically every merchant furnace is out and producers of coke in the Connelsville district are working at only 12 per cent. capacity.

Mr. Hobson further stated that to-day we are up against excessive freight rates and high wages in the building trades, which are a detriment to business and which must of necessity be adjusted. He also referred to the steady growth of Western Canada as a factor in the forming of a good future for this country.



ROBERT HOBSON
President The Steel Co., of Canada, Hamilton, who spoke at the Manufacturers' Luncheon

Other speakers at the luncheon included Nelson Mills, the new president of the O.R.H.A.; W. A. Wood, of Wood, Alexander and James, Hamilton; Colonel A. Hatch, Canada Steel Goods Co.; Ed. Wanless, retiring president O.R.H.A.; W. F. Macpherson, sec. O.R.H.A., and James Hardy, sec. Canadian Wholesale Hardware Association.

MUTUAL FIRE INSURANCE

Continued from page 77

American is the guarantee and reserve fund of nearly $2,000,000, which forms the security behind the policy issued. Every one, who has seriously considered the matter, is quite satisfied to have the American policy-holders put up good American money as the security, instead of having to use Canadian funds for that purpose, which would, undoubtedly, have to be the case, if a Canadian company had to be organized and developed from the beginning. Not only will the Canadian policy-holders receive the benefit of the reserve fund, which the American policy-holders have accumulated, but also the large volume of business which the company now enjoys, and which, this year, will amount to, approximately, $3,000,000 of premium income. This means that the dividend paid to Canadian policy-holders is not dependent upon the Canadian experience, but has the benefit of the established business of the company, because the agreement provides that whatever dividend the company pays to the policy-holders in the United States, the same rate of dividend will be paid, on the same class, in Canada.

Collect Tariff Rates

I want to make it clear to you that the company is not a non-tariff organization, in the accepted use of that term. The only recognized Rating Bureau in Canada is the Canadian Fire Underwriters' Association and we are not cutting below the rates published by that Rating Bureau. We collect tariff rate, pay our losses and expenses, carry 5 to 10 per cent. reserve, in order to equalize the lean years with the fat and thus stabilize the dividend rate, then hand the balance back, by way of dividend, to the policy-holders.

Therefore, if the risks are selected, the loss ratio is reduced. If the premiums are collected in a direct manner, the amount required is the minimum, and the surplus is returned by way of dividend. There is nothing "Ponzi-like" about the proposition.

No one knows better than the retail merchants that the Government would have had just as much money to do with from the luxury tax, if they had collected half the amount and collected it more directly.

You readily realize that, as the Northwestern uses only 60c of each dollar which they collect as tariff rates, and the stock companies use 95c, our competitors have not much chance of competing with us, at least in any permanent way. Their methods will not provide much reduction in loss ratio, and their organization will not allow of any reduction in the expense ratio, but I predict that as the whole trend of fire insurance on the American Continent is toward the mutual idea, the time is not far distant when the stock companies will have to introduce, at least, a measure of mutuality into their operations if they are to maintain their present status. The large life insurance companies had to mutualize some years ago, through the pressure of public opinion and the stock fire insurance companies will, undoubtedly, sooner or later, reach the same position.

It is with a tinge of vanity that I have the opportunity to offer the Northwestern Mutual Fire Association's indemnity to the Canadian property owners. I studied the proposition from every angle, for over nine months, before accepting the responsibility and I say to you that it is absolutely watertight. The stock company competitors in the United States have, for years been trying in every way possible, to discredit the Northwestern, but so far the only result is that they are still trying, while the Northwestern has gone ahead, every year, by leaps and bounds.

The slogan for this year was announced last month at the annual meeting by President Martin. It is "$1,000,000 in dividends, in 1921."

The manner in which the retail trade, as well as many of the large wholesale houses and manufacturers in Canada, are taking advantage of the opportunity which the Northwestern Mutual contract affords is wonderfully satisfactory to the company. Frankly, I am not surprised at the reception the proposition has had. I expected it. A contract, which provides an opportunity to reduce fire insurance cost by one-third, with such a record and security behind it, is not difficult to sell. It really only requires the "spreading of the good news."

Other Advantages

One minute more and I'm through. I have been talking about the reduction in the cost of manufacture, but that is not all, by any means, that is involved in the insurance service which we are providing for the Retail Merchants' Association. That service includes the reviewing of a member's insurance policies, whether he places any insurance with us or not, an inspection of his premises from the fire prevention standpoint, and also for the purpose of endeavoring to secure a reduction in basis rate.

I want to lay stress on the inspection feature. Our proposition is, first and foremost, fire prevention. As mutual fire insurance means insurance at cost, and, as the cost is controlled by the amount of loss sustained, it follows that fire prevention is the first operating principle of such an organization, and means that special importance is given to the work of inspection. The scientific basis of fire insurance is the apprehension of the habits of fire. We now know that every fire that occurs, where it is not desired, is the direct result of either man's ignorance or neglect. The twenty years' research of the National Fire Protection Association into fire causes, and its carefully digested records of more than 15,000 fires, in properties of every variety, have produced information, from which reliable conclusions can be drawn regarding the hazards existing in any individual risk.

We say to you: "pay us the tariff rate; we will guarantee your insurance will not cost you more." You have the record of the company, which assures you of a substantial dividend.

Early Display of Garden Seeds

Ralph Smiley, of the J. Y. Smiley & Son hardware, Woodstock, believes in preparedness. Although it is only the middle of February he is showing a fine display of garden seeds in a prominent place in the store.

"I know," said Mr. Smiley to Hardware and Metal, "that many people who like gardening have been getting seed catalogues in for some little time and that they are spending their evenings now planning what they are going to put in and in arranging their gardens. Every year we have been selling more and more seeds and I find that it pays well to be ready for this business. It seems early to be showing seeds, but a month will soon roll around, and by that time a great many gardeners will have made all their plans and also decided what seeds they are going to buy. We find that by showing our stock of seeds early we get a lot of this trade and keep orders at home that would otherwise go out of town."

Mr. Smiley stated also that he has placed his orders for larger supplies of fishing rods, flies, hooks and similar lines than ever before. The firm makes a specialty of these lines and puts in some fine window displays of them. As a result every fisherman in and around Woodstock has come to know that Smileys is headquarters for fishing tackle.

"We are going to be ready for them early this year," said Mr. Smiley. "Everything points to an early spring and the fishermen are among the first to get busy."

Discussing business generally Mr. Smiley stated that he is looking for a most satisfactory year. Owing to unusual weather conditions, he said, seasonable goods, such as stoves, skates, and other winter goods have not moved in their usual quantity. Notwithstanding, he has found that business has kept coming in and has no complaint to make.

Feature Accessories, Washing Machines

Elliott's Hardware at Brantford this week has a very attractive window display of auto accessories. Non-glare lenses are featured in the center of the display and around them are shown spark plugs, tire patches, anti-freeze compound and other things the car owner needs. Advertising helps are most skilfully arranged and the whole display makes a fine showing and one that carries real interest to the car owner.

* * *

In the Ballantyne Hardware at Brantford is a window designed to appeal especially to housewives interested in getting away from the drudgery of wash day. A handsome washing machine is shown in the center and around it are placed an ironing board, wash tubs, irons and other laundry and wash-day equipment. Attention is increased by half a dozen large white show cards lettered in blue, with such wording as, "One of these machines takes the drudgery out of wash day," "Come in and let us demonstrate."

A Mail Order Deal on Saws

The other day, in Ontario, a man went into a hardware store to buy a saw. He found the kind he wanted and asked the price. It was $1.65 the dealer said.

"Good gracious," replied the shopper, "I can buy that same saw exactly from the catalogue house for $1.35.

"That's less than I paid for it," replied the dealer, "but I will meet catalogue competition, so I'll make you that saw for $1.35 also."

"All right," said the customer, you send it to my house and charge it to my account."

"Not on your life," replied the dealer. "No charge account on this; the mail order house don't trust you. I am simply meeting their price and terms. Fork over the cash."

The customer complied.

"Now 3 cents more for the postage, and 5 cents for the money order," said the dealer.

"What?"

"Certainly, you have to send a letter and a money order to a mail order house, you know."

The customer, inwardly raving, handed over the money.

"Now 25 cents for express charges," said the dealer, still holding out his hand.

"Well, I'll be—" said the customer. But he paid it, saying, "Now, hand me that saw and I'll take it home myself and be rid of this foolery."

"Hand it to you? Where do you think you are? You're in Ontario and I'm in Montreal. You'll have to wait two weeks for that saw."

Whereupon the dealer hung the saw upon a peg and put the money in the cash drawer.

"That makes $1.68," he said. "It has cost you 3 cents more and has taken two weeks longer to get than if you had bought it from your local hardware store in the first place."

STRATEGIC LOSS ESSENTIAL

Continued from page 73

is the rate of pay at the mines at Oliver, Minn.

The foundation of the whole structure known as the steel industry is what is commonly called labor. In using this word—labor—I wish to impress you with the fact that I do not use it as a hostile expression, but with thoughts most respectful and friendly. I would ask that when I use the word labor that you would immediately interpret it as meaning "Physical application of human energy, plus intelligence, knowledge and skill, applied to material things such as woods and metals."

Labor is the greatest contributing factor to costs in our industry today, and in fact the determining one, with transportation coming next. Labor again is the chief factor in transportation charges.

U. S. Steel Method

The United States Steel Corporation in their system of cost practice values iron ore in the ground at only 10 cents per ton because it is only just plain mud. They reason that by the application of human energy, plus intelligence and skill, and aided with modern tools and equipment and with a further application of heat, that they can convert this mud into merchant bar and pass it along to the general steel working industry at a profit. I figure the steel industry on the same basis as a nine inning ball game, the seventh inning or operation is the blast furnace turning the ore into pig iron, while the eighth and ninth processes are where the metal working industries of Canada begin to function, and the greatest contributing factor which we have to reckon with is wages—because no industry with too heavy a burden in this respect can produce its wares or deliver its services at reasonable prices unless this factor of remuneration contributes.

Remuneration

The man who first takes a rough bar of wrought iron may be a blacksmith who has only partly learned his trade and has no ambition to rise above the anvil. The best possible thing he can do with his bar of iron is to make it into horseshoes, and he congratulates himself upon his success. He reasons that the rough lump of iron is worth only three or four cents per pound and that it is not worth while to spend much time or labor upon it. However, his enormous muscle and small skill has raised the value of this lump of iron say from $1 to $10. In modern factory practice this man's remuneration would probably be based on weight, and the market price of pig iron might possibly be considered in naming a selling price.

Along comes another artisan known as a cutler, with a little better education and a little more ambition, and looking at the blacksmith and his product says: "Is this all you can see in that lump of iron? Give me a bar and I will show you what brain and skill plus hard work can make of it." He has seen a little farther into the rough bar. He has studied many processes of hardening and tempering. He has acquired tools and grinding and polishing wheels and an annealing fur-

Continued on page 130

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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SATURDAY, FEBRUARY 19, 1921

SOME pointed statements made at the hardware convention in Hamilton should do much to encourage retailers to a full appreciation of the present condition of business and as to the best policy to solve to-day's problems:—

"ONE cannot but think, looking into the future, that there lies ahead of us many busy years."—Colonel Robert Starke.

* * *

"LET'S howl and howl and howl. Let's curse the country, business, our town, our neighbors and each other. Let's get it all out of our system and then go to work."—Col. A. F. Hatch.

* * *

"I BELIEVE every retail hardware man should spare at least an hour or two with his trade paper immediately upon its arrival."—J. C. Wanless.

* * *

"IT is positively a mistake for any merchant to starve his business to such an extent that business is lost through not having the goods in stock."—J. C. Wanless.

* * *

"WE HAVE been forewarned so much about this particular depression that we have just passed through that it will be a pleasure to have it over. In fact it fizzled out before it arrived."—George May.

* * *

"NOTHING can be gained by increasing the purchasing power of the dollar if it means at the same time a greatly reduced supply of dollars available for us to make purchases with."—Colonel A. F. Hatch.

* * *

The Convention

THIS issue of Hardware and Metal contains practically a complete report of the sixteenth annual convention of the Ontario Retail Hardware Association held at Hamilton this week. To run an extended report of a convention which concluded on Thursday night, and have this issue in the mails on Friday afternoon is a task of no small proportions; but it is done each year, in order to give our readers the best possible service, and give the news while it is news. We direct the special attention of our readers throughout the Dominion to the many excellent addresses which are reproduced in this issue, and which contain a wealth of information from many of the best posted business men in their respective lines. A wide range of subjects is covered by the addresses, and information of vital importance at this time is placed before the trade for perusal. A most pleasing innovation this year was the addition to the program of addresses by the executive members of the retail association. The idea originated with President Wanless, and certainly proved a most interesting and instructive feature. The meetings this year were well attended, the time schedule was more closely adhered to than in previous meetings, and President Wanless made a splendid presiding officer, keeping the meetings well in hand at all times. Although the attendance of retailers was not up to the desired mark, it is quite safe in saying that the convention just closed has been the most successful in the history of the association.

A Safe Policy

THE value of merchants gathering together to discuss matters of interest to their trade was clearly evident at the convention of the Ontario Retail Hardware Association in Hamilton this week. It was decided by all in attendance that prevailing conditions are such that only by an open discussion of all problems and the interchange of ideas could a definite and adequate policy be decided upon. From the retailers' point of view it was felt that the requirements of hardware were still very large, that goods would be forthcoming in larger quantity in the spring and that prices would be more stable than at present. The danger of retailers becoming panicky and assuming that conditions are worse than they really are was emphasized by both retailers and wholesalers. At the same time it was the opinion that plenty of notice had been given both retailers and wholesalers to reduce stocks so as to be in position to replace at lower costs.

In view of the opening this week of the new session of the Federal Government it was timely for some expressions of hope that tax legislation to be enacted at this session would be free from the many absurdities which brought forth such strenuous protest from merchants during last year. Already action is being taken by the Government along the lines suggested by the merchants, in bringing on a test case to establish the status of a retailer, and it is thought that the counsel of retail merchants will be considered more in the framing of future tax legislation than heretofore. Advice to watch the trade papers closely and to keep in touch with bankers for advice on collections and general financing were heard on every hand, and it is doubtful if much hardship will be experienced by any in the trade who give close attention to these matters.

Their "Howl" Will Soon Die Out

NO attempt was made at the convention of Ontario hardware merchants to disguise the fact that prices are on the downward trend and that it is difficult to forecast their future trend. It was the opinion that strict adherence to certain business principles will, however, eliminate practically all danger from the situation, and one suggestion offered was that the "calamity howlers" be given full swing and get all the howl out of their system and then settle down to business. All undue inflation in prices will be squeezed out in the present process, as indeed it has already been eliminated in many cases. After this the only price reductions will be from more efficient work and the lowering of costs through application of sound business principles.

One interesting line of thought was that the present period of business depression had its advantages in that it shows forth the clear-headed, far-seeing, courageous business men as the leaders in their field. Literally, it separates the wheat from the chaff and enables the "wheat" to shine forth in greater glory than when obstructed by the "chaff."

News of Western Canada

A Made-in-B. C. Campaign

As Solution of Present Business Condition Rather Than Curtail Production

MANUFACTURERS of British Columbia have launched a big campaign for the increased use of "Made-in-B.C." products among the residents of the province. A large fund is being raised for the purposes of the project; offices are being opened and a manager appointed acting under the advisement of a committee of business men.

Confronted by a period of business depression, and with thousands of unemployed seeking work in Vancouver and the other cities, the manufacturers decided that instead of following the trend of the times by reducing production, they would endeavor to increase the output of their respective industries. In order to do this the possible and probable markets were closely scrutinized, and it was determined that before trying to enter competitive foreign fields, the home market should be captured, so, like charity, they began at home.

The movement was initiated recently at a large dinner held under the auspices of the manufacturers' bureau of the Board of Trade. It was largely attended and of a most enthusiastic character. So satisfied were those who attended the gathering that no time should be lost in starting the campaign that $6,000 was subscribed at the time to cover the preliminary expenses of organization. It is anticipated by the members of the committee that at least $72,000 will be necessary to make the success of the enterprise that is desired, and this sum they expect to raise without much difficulty.

The campaign is in reality wider in its scope than purely sectional movements of the kind usually are, for, as expressed by J. B. Thomson, chairman of the B. C. Division of the Canadian Manufacturers' Association, who is one of the most active workers on the committee, the first endeavor will be to increase the sale of British Columbia made goods, and if these are not available to have the purchaser ask for those of Canadian manufacture, to be followed by a demand for the products of the Empire before considering imported commodities. This fostering of trade within the Empire was met with hearty and enthusiastic support.

The Program

The chairman of the committee, Frank Parsons, in outlining the proposals of the committee responsible for organizing the dinner-meeting, said that the programme would consist of extensive newspaper advertising, bill board appeals, educational work in the schools; by organizing "Made-in-B.C. Days" and "Made-in-B.C. Weeks," and by addresses delivered at luncheons and gatherings of clubs and semi-public bodies.

Not only are the manufacturers intent on increasing their daily sales, but they are anxious to improve, if possible, the quality of the goods they produce. In many lines the products of British Columbia far excel those imported into the province from foreign countries.

Not only will those responsible for the conduct of the campaign seek cooperation from other classes of the community, but they plan a thorough review of the purchasing possibilities of themselves as a class. Every manufacturer in the province, and there are more than 1,000 in addition to those engaged in the lumbering and mining industries, will be provided with a list of the products of the other fellow's plant, and they will be impressed with the necessity of making use, wherever practicable, in the manufacture of their own wares, of "Made-in-B.C." goods.

Hold Successful Dollad Day Sale

Calgary, Alta.—The J. H. Ashdown Hardware Co. (retail) recently held a successful Dollar Day sale which brought business 25 per cent. in excess of that realized in a similar sale last year. Among the lines listed at $1 were combination offer of shaving powder, cold cream and tooth powder; glass butter tubs; tumbler holder; coal hod and steel shovel; brass soap holder; combination offer of can opener, bread knife, paring knife; salt and pepper shakers; silver napkin rings; 16 bars washing soap; 9 rolls toilet paper; yard of white oilcloth; ivory dressing comb; brooms; three brushes; hockey toques; auto sponges; feather dusters; record brushes; showcard brushes; hockey skates; quart mixed paint; athletic shirts or pants; quart varnish stain; pint of aluminum paint; enamel finish; electric torch; disinfectant; pocket knives; tools; garment hangers, etc.

A large ad was used in connection with the sale and generous use made of $1 cuts to illustrate it.

Western Notes

F. C. Moog, of Simpson, Sask., was a visitor in Winnipeg last week.

Chic Glover, of Windthorst, Sask., was a visitor in Winnipeg last week.

George Elliott, of Toulon, Man., was a visitor in Winnipeg last week.

S. Sigurdson, of Arborg, Man., spent a week in Winnipeg on business.

J. J. Moody, of Selkirk, Man., was a visitor in Winnipeg last week.

George Simpson, Selkirk, Man., spent a week on business in Winnipeg.

D. McAlister, of Beausejour, Man., paid a visit to Winnipeg last week.

J. B. Stallwood, of Maryfield, Sask., paid a visit to Winnipeg last week.

H. N. Smiles, Macklin, Sask., was in Winnipeg last week on a business trip.

J. H. Millard, of Melfort, Sask., was in Winnipeg recently on a business trip.

J. A. MacIntyre, of Leslie, Sask., was in Winnipeg recently on a business trip.

J. Chicoine, of Stothoaks, Sask., was in Winnipeg last week on a business trip.

William Sutherland, of Dauphin, Man., was in Winnipeg last week on a business trip.

Jack Killer, of Carduff, Sask., called on the wholesale trade in Winnipeg last week.

C. J. Morrison, of the Morrison-Blackwood Hardware, Ltd., was a visitor in Winnipeg last week.

Rod Maskill, of Gladstone, Man., while in Winnipeg, renewed acquaintance with the wholesale trade.

J. C. Cahoon, of Cahoon Bros., Ltd., Cardston, Alta., was in Winnipeg last week on a business trip.

L. W. D. Park, of the Fyffe Park Hardware Co., of Swift Current, was in Winnipeg last week on a business trip.

Paul Egilsson, of Egilsson Bros., of Calder, Sask., made a visit to the wholesale trade while in Winnipeg last week.

William Butchart, of, Plumas, Man. paid a visit to Winnipeg last week, and while in town paid a visit to the wholesale trade.

Events in the Trade

Business Changes

Montreal.—Bourassa & Primeau have dissolved partnership.

Toronto.—MacDonald & Elliott, auto supplies, have dissolved partnership.

Toronto.—The Toronto Iron, Rag & Metal Co. have dissolved partnership.

Brampton, Ont. — Higgins & Large, plumbing and hardware, have sold hardware business.

Fire Loss

Guelph.—The Sterling Rubber Co. suffered a severe loss when a portion of its plant was destroyed by fire. The blaze occurred in the new addition which had been recently made to the plant, and was caused by combustion in one of the dipping tanks.

Obituary

Ottawa, Ont.—Chas. Warner, harness and leather goods, died recently.

Montreal, Que.—Oliver Faucher, of the firm of Faucher & Fils, wholesale carriage hardware and blacksmiths' supplies, is dead.

Oshawa, Ont.—The death occurred at Colorado Springs, February 15, of Glenn A. Henry, a hardware merchant of Oshawa, Ont. The deceased had been an invalid for several years and had been at Colorado Springs for over two years in search of health. The funeral takes place at Oshawa Saturday, February 19.

Personal

J. R. Terrill, of Caverhill, Learmont & Co., Ltd., is in Hamilton this week attending the convention.

Montreal.—John Richardson, of Richardson & Bureau, will spend the next couple of weeks in Toronto.

Montreal.—H. A. Croxall, of the National Hardware Co., Orillia, Ont., is calling on the wholesale hardwares this week.

Montreal.—Herb. Seybold, of Starke-Seybold, Ltd., is attending the convention of the Ontario Retail Hardware Association in Hamilton this week.

Montreal.—T. L. Waldon, vice-president Marshall Wells, Ltd., Winnipeg, is spending a few days in Montreal before sailing for England and the continent.

Montreal.—George Henderson, president Brandram-Henderson, Ltd., Montreal, and W. S. Fallis, vice-president Sherwin-Williams Co., Ltd., are in Winnipeg this week in the interests of the Canadian Paint, Oil & Varnish Association.

Western Ontario News

Vance and Brown, hardware merchants at Inwood, Ont., are dissolving partnership and the business will be carried on by Johnston Vance.

* * *

Following an illness of a year with heart trouble the death occurred in St. Joseph's Hospital at London, Ont., of John Hawkey, for many years a carriage manufacturer at Parkhill.

* * *

At the annual meeting of the Huron and Erie Mortgage Co. at London, Ont., Norman B. Howden, of the D. H. Howden Hardware, was elected to the directorate.

* * *

At the annual meeting of the Leamington Bowling Club, Ivan Cook, of the hardware firm of Lendon & Cook, was elected secretary-treasurer; H. Lendon a member of the canvassing committee, and W. C. Lendon a member of the games committee.

Incorporations

The Ontario Gazette announces the incorporation of the following firms:

Hubbell Electric Products Co., Ltd., Toronto.

The North Tire Equipment Co., Toronto.

The Queen Asbestos Co., Quebec.

Merchants Demand Exemption From 8-Hour Day Legislation

Ottawa.—The Retail Merchants' Association of Eastern Ontario and Ottawa district have filed strong objection against any attempt to include retailers in the scope of the eight-hour day legislation now before the Ontario Legislature. Premier Drury has received the following telegram from the association:—

"The retail merchants of the Eastern Ontario and Ottawa districts strongly oppose any attempt to include them in the proposed eight-hour day legislation. They demand exemption from its provisions, as there is now a satisfactory early closing act upon the statute books under the provisions of which they are operating."

Officers of the Rubber Association of Canada Elected

Montreal.—At the business session of the Rubber Association of Canada, held in Montreal, Monday, February 14th, the following officers were elected: C. H. Carlisle, Toronto, Goodyear Tire & Rubber Company of Canada, Ltd., president; W. A. Eden, Montreal, general manager Canadian Consolidated Rubber Co., vice-president; C. N. Candee, Toronto, Gutta Percha & Rubber, Ltd., treasurer; John Westren, Toronto, Dunlop Tire & Rubber Goods Co., Ltd., assistant treasurer; A. B. Hannay, Toronto, manager and secretary.

The following were elected as directors: F. E. Partridge, Guelph, F. E. Partridge Rubber Co.; W. H. Miner, Montreal, Miner Rubber Co.; R. F. Foote, Merriton, Ont., Independent Rubber Co. of Ontario.

Harness Makers Hold Convention

The Master Harnessmakers' Association of Canada opened its first convention after a lapse of several years at the Arlington Hotel, Toronto, Feb. 15. Besides the younger members of the organization were many "old-timers" who had been in the business for forty or fifty years. The president, W. A. Hammond, of Chatham, presided over the meetings.

During the afternoon "Harnessmaking in Custom Shops" and "Repairing Costs of Today" were the principal items discussed. In connection with the former, an effort was made to arrive at some reliable system of determining the actual cost of making a set of harness, but owing to the wide variation in the cost of different materials entering into harness, this was admitted to be a difficult matter.

In discussing the subject of repairing some of the delegates asserted that the buying strike had not been confined to the city and that some farmers were resorting to fence wire in fighting repairing costs.

The members were optimistic with regard to the outlook for their business, believing that an improvement was about to commence. It was felt that lower costs for leather would make possible some reductions in prices.

Thieves Enter Hardware Store

Grimsby, Ont. — James Wray, hardware store, was entered by thieves but nothing was taken.

Date Set For Important Test Case

Exchequer Court at Ottawa Will Commence Hearing of Case on March 9th to Prove Status of Retail Merchant

THE date for the hearing of the test case to establish whether or not the Inland Revenue Department is justified in classing certain retail merchants as manufacturers and compelling them to apply for the manufacturer's license has been set for March 9 before the Exchequer Court in Ottawa.

Since November 3, 1920, the Retail Merchants' Association of Canada, Dominion Board, has been contending that a retail merchant should not take out the manufacturer's license, there being no provision in the act whereby they may be compelled to do so. The Dominion Board decided the wisest plan would be to have a test case and they urged the Government to take proceedings against some firm in Ottawa, where the matter could be properly attended to. The Government concurred in the request and on Wednesday last issued a writ against Frank J. Pedrick and Frederick A. Palen, merchant tailors, the case to commence a month hence.

Will Make Determined Fight

The Dominion Board has retained counsel and, according to the secretary, E. M. Trowern, the board is determined to fight the matter to the last ditch and, if necessary, to take it to the highest courts. The contention of the board is that when the act was passed there was no thought whatever of placing a retailer in the same category as a manufacturer, so that the action of the Inland Revenue Department was contrary to the act, and while it may not be a question as to who is a manufacturer, the question that must be decided is what was intended by the act. And whatever that intention may have been all retailers disclaim the right of any person to class them as manufacturers.

Annual Meeting of Ottawa Merchants

Recommend License Fee of $1,000 on Transient Traders—Will Uphold Retailers' Case Even if Appeal to Privy Council is Necessary.

OTTAWA.—The Ottawa branch of the Retail Merchants' Association of Canada has had a most successful year. At the annual meeting reports were submitted showing twelve months of activity and progress. E. A. Stephens was elected president, Mr. Freiman refusing to accept renomination owing to pressure of other business. Strong resolutions were passed dealing with matters of importance to the local retail trade, and it was decided to hold a monthly luncheon for the members of the branch.

Transient Traders

Jess Abelson brought up the matter of the Transient Traders' Act. He instanced the case of the representative of a Toronto retail firm who makes periodical visits to Ottawa and takes orders so large that the $250 license fee he is called upon to pay is a mere bagatelle.

Mr. Campbell said that the Retail Merchants' Association had been responsible for putting the first license fee on transient traders on the provincial statute books, and it had always felt that it was not large enough.

Mr. Abelson moved, seconded by Mr. Bell, that the branch take steps to have the act amended so that the license for transient traders should be $1,000. This was unanimously carried.

The meeting decided to support Messrs. A. J. Freiman, Henry Watters, Thomas G. Collins and George Pink for election to the directorate of the Central Canada Exhibition Association.

Will Carry Fight to Privy Council

Mr. Trowern then spoke in reference to the action of the Dominion Government in seeking to recover payment of the manufacturers' tax and license from retailers who sold goods of their own manufacture. The association had advised its members to refuse to pay such tax or to take out the required license. Since action had been entered against one Ottawa firm the association had obtained the promise of members of the Government that no others would be molested pending the result of the test case. The retail merchants were prepared to carry the action to the Privy Council, if necessary, but, he thought, that before it reached that stage the Government itself would see the unfairness of the regulation and amend it accordingly. A conference of manufacturers, wholesalers and retailers had been arranged to be held in Ottawa during March at which it was expected it would be decided what actually constituted a manufacturer.

The election of officers was then proceeded with and resulted as follows:

President—E. A. Stephens.

First Vice-President—Richard McGiffin.

Second Vice-President—J. A. Larocque.

Secretary—B. G. Crabtree.

Treasurer—A. G. Johnston.

These five will constitute the executive for the year.

Good Business for Petrolea Merchants

Petrolea, Ont.—More than 5,000 farmers from all parts of Lambton County gathered at Petrolea for the annual Corn Show. It was a big day for the merchants, as the farmers were not only out to see the fair, but also to do considerable buying and all the "window shopping" they had time for. The hardware firm of Van Tuyl and Fairbank dressed one of its show windows with washing machines and the other with dairy supplies. In the center of the washing machine window was a mechanically operated advertising help telling about the value and virtues of a well-known lubricant. It added a touch of action to the window that cinched attention and brought a lot of inquiries that mean business not only for the oil, but for the washers.

Manager Rainsbury stated to Hardware and Metal that he is looking for satisfactory business this year. While things have been a little quiet, owing to unseasonable weather and business conditions, he has no fault to find with trade. The farmers, he says, are prosperous and will buy what they need, and that alone insures a nice volume of business.

Permit for Gun Even if Never Used

A permit under the Offensive Weapons Act must be held by the possessor of every firearm or other weapon, no matter whether the weapon is used or not, according to Supt. Rogers of the Provincial Police Department.

"No matter if a gun hangs on the wall from one end of the year to the other, the owner must have a permit, which must be renewed yearly," he stated.

"Is this permit the same which would be given a man for a gun which he used for hunting or other legitimate purposes?"

"Yes, it would be the same permit."

"Is there any fee for such a permit?"

"No. There is no fee for any permit under the act."

Questioned as to the procedure for obtaining permits to carry arms in lumber camps or in outlying districts of Ontario, Supt. Rogers stated that application should be made to the sheriff of the district or to a police magistrate. Justices of the peace, he explained, had not power to issue permits.

"Weapons are not allowed in lumber camps, however," he added. "That would be a breach of the fish and game laws."

Guelph, Ont. — The Sterling Rubber Co., Ltd., manufacturers, have suffered loss by fire.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of February 19th, 1901:

"New companies incorporated include the following: The Strathy Wire Fence Co., Ltd., Owen Sound, Ont.; The Canadian Oak Belting Co., Ltd., Brockville, Ont.; The Northern Hardware Co., Ltd., Sault Ste Marie, Ont.; The Defiance Lantern and Stamping Ltd., Toronto."

* * *

"Winnipeg retail clerks held their regular meeting with president Bro. Trumble in the chair. Ex-president Calder was elected honorary president."

* * *

"A lengthy and comprehensive petition has been sent to the Ontario Government which is believed to have the solid support of all the iron manufacturers of the Dominion. It is officially signed by A. T. Wood, president; C. S. Wilcox, general manager Hamilton Steel & Iron Co., Ltd.; The Nickel Steel Co., of Canada, John Patterson, secretary; the Canada Furnace Co., per Geo. E. Drummond, managing director and treasurer."

* * *

"Thomas McVittie, who 50 or more years ago was engaged in the hardware business in Toronto, died at his home in Barrie, Ont. For the past 30 years Mr. McVittie has resided in Barrie. For a time he was engaged in the hardware business, but in his declining years he went out of business and lived retired."

* * *

"In Montreal the Colin McArthur hockey team defeated the Canada Paint Company's crack aggregation by a score of 4 to 1. The Canadian Rubber Co. and the Baylis Mfg. Company's teams played a very interesting game of hockey at the Ontario rink, Montreal, which was hotly contested, the latter winning by 2 to 1."

* * *

"B. C. Beach & Co., founders, Winchester, Ont., intend erecting two new buildings. One of these will be 120x40, four storeys high, and will be used for offices, showrooms, storage and mounting room. The other will be used as a moulding shop."

Is Ski-ing The Coming Winter Sport?

Very Popular at Present in Ottawa, Montreal and Quebec—Parties Both Young and Elderly are Seen 'Packing' Their Way to Mountain or Hillside—Week End Programs Carried Out

IT would not be fair to say that skating is losing its attractiveness and popularity, because we do not believe the open country pond, the open-air skating rink with its brightly lit surface, or the closed rinks and arenas with the bands in attendance will ever cease to be the national winter sport of Canada. These attractions, coupled with the ever-increasing interest taken in hockey, contribute a winter sport that may well be envied by other more southern countries.

However, there is a winter pastime that is coming to the front in leaps and bounds, very much in evidence during the present winter in such cities as Ottawa, Montreal and Quebec. Ski-ing, although up until very recent years left to the countries of Norway and Sweden, is now indulged in by a great many boys and girls, men and women, in these eastern cities. To see some individual dressed in the habit of the snowshoer with his woollen upper garments, accompanied by breeches and heavy high boots, is a sight becoming very common on the streets of the above cities. But rather than carrying snowshoes under his arm or strapped on his back, he has his pair of eight or ten-foot skis to carry along with him.

Women Are Enthusiasts

We have been speaking of "him" dressed in his weather resisting apparel, but, as stated, this sport is not confined to the male sex alone; women can also wear woollen caps and sweaters, accompanied by breeches and high boots, and judging from the mixed crowds on a Saturday afternoon, the fair sex enjoys this outdoor pastime as well as her male companion.

Ski clubs have been formed and week-end programs carried out, these added attractions no doubt contributing to make the sport more of a favorite. Local newspaper reports are perhaps self-explaining: "The ....Ski Club had an enjoyable outing over the week-end. The weather was fine, and the snow conditions perfect. There was a heavy fall of just the right kind of snow to make perfect running. Saturday was a glorious day, with a brilliant sun, and low temperature without a breath of wind. A long run was taken through the hills and after tea was served, members indulged in the exciting sport of going down the bob-sleigh run on skis."

To participate in the art of "ski jumping," one does not have to be an old and experienced hand at the game, providing this same person is willing to take his chance on a "snow bath" or "spill," but provisions are made so that the young as well as the older members may compete in the ski jumps. The novice, intermediate and senior competitions are regularly held.

Skates, Why Not Skis?

Skis, ski harness and boots are not carried by all hardware dealers, but might be carried by more of them. Skates, hockey sticks, sleighs and toboggans may be seen in the display windows of hardware merchants, so why not a showing of skis with the above mentioned harness and ski boots? That the demand has been large this season is manifest. When speaking to one merchant who foresaw the benefit he would derive from stocking these lines he states, "We sold all the skis we could obtain, and could sell more if we could get them."

If popularity was gained to such an extent in this winter sport in one season in the above cities, could it not be expected to extend to other towns and cities in the coming winters?

Auto Trade Members Join R. M. A.

MEMBERS of the automobile trade in Ottawa have decided to affiliate with the Retail Merchants' Association of Canada. What was known as the Ottawa Automotive Trade Association is now the automobile section of the Ottawa branch of the Retail Merchants' Association of Canada. This change was brought about at a recent meeting of the automobile men. It is proposed to form sub-sections, one for garage men and the other for tire and accessory retailers. The attendance at the meeting was representative, but it was decided to have another, and if possible, larger meeting when the officers will be elected.

Mr. George Pink, president of the disbanded association, presided and outlined what he felt to be the advantages to be gained from the affiliation. The automobile trade in general throughout the country, he said, had felt the distinct benefit of the assistance rendered by the Retail Merchants' Association in the luxury tax dispute with the manufacturers. The matter was not yet satisfactorily settled and better results would undoubtedly be achieved in this and other matters through close co-operation with the association. He was a strong advocate of the association's motto: "One for all, and all for one."

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

WITH fewer price changes recorded, the chief item of interest in the hardware trade is the reduction made this week in the price of ready-mixed paints. The reduction applies to interior and exterior house paints and also to floor and porch paints. Other declines include a reduction in gasoline prices, the second within two weeks, and also on coal oil, made possible by lower crude oil prices.

Lower quotations are made on the smaller styles of pumps, such as force, cistern, and cottage pumps. Reductions have been made on some makes of wrenches, levels and braces, and lead pipe and waste are lower. Solder is showing a further decline in price, and glass fruit or jam jars for next season are quoted at a lower level. Some lines of wall board are reduced in price. Canada plates are available again in better quantities and at lower prices. Ingot metals are still quiet and prices show practically no change from last week. Bar iron and steel, black and galvanized sheets, wrought pipe and fittings are holding unchanged and are quiet.

Iron and steel prices continue nominally unchanged in outside markets, but quotations below the Industrial Board level are reported from Pittsburgh on the part of some of the independent mills, but without any increase in activity or heavy bookings. Sales are also reported on foundry pig iron at prices under the former market quotations and the outlook for reductions in ore prices is stated to be very promising.

A slight improvement in buying is reported by wholesalers, but while the volume of orders for shelf hardware is showing an improvement, heavy hardware is backward. Booked orders for spring and summer goods are beginning to move out, and though in many cases they are smaller than last year, they are regarded as satisfactory.

Montreal Markets

MONTREAL, Feb. 17.—Although no striking price change may be featured this week, several changes are in effect, all to lower levels. Gasoline is down 2 cents a gallon again this week, and coal oil 1 cent per gallon less. Fruit jars are reduced from 75 cents to $3.25 a gross according to the sizes. A 10% decline is shown on smaller pumps, such as cottage, force and cistern pumps, and the same reduction is reported on Stillson wrenches of Canadian make. Wire nails are down 5 cents base in Montreal, with lower quotations f.o.b. Toronto and St. John.

Roofing and rope remain at former prices. Lead products show a decline in solders, lead pipe, and lead waste of one cent per pound. Pipe, pipe fittings, black sheets, galvanized sheets, corrugated sheets, bar iron and steel are held unchanged in price. Ingot metals are reported a little quieter again this week.

Gasoline and Coal Oil Down

Montreal.

Gasoline is again quoted lower this week. This is the second reduction in the last ten days, a decline of 2½ cents being given in last week's issue of Hardware and Metal. The new price shows a further reduction of 2 cents, motor grade now selling at 39 cents, and the higher grade at 44 cents. Coal oil is down one cent per gallon and is now quoted at 28 and 30 cents.

Fruit Jars Lower

Montreal.

A reduction has been made on fruit jars, affecting all sizes in the different brands. The decline varies from 75 cents a gross on the large sizes, to $3.25 per gross on the smaller sizes. Following are the new lower prices:—

Crown and Improved Gem, wine measure—Small, $13,50; medium, $15; large, $20.50 gross.
Perfect Seal—Small, $15,50; medium, $17; large, $22.50 gross.
Crown Style Only, Imperial Measure.—Pints, $15.50; quarts, $17; ½ gals., $22.50 gross.

10 Per Cent Decline on Pumps

Montreal.

A reduction of 10% is made on the smaller lines of pumps, such as cottage, force and cistern pumps.

Stillson Wrenches Reduced

Montreal.

Stillson wrenches of Canadian make are shown at a reduction of 10%.

Wire Nails Slightly Reduced

Montreal.

Wire nails are again quoted 5 cents lower in Montreal. This reduction comes from stocks in the hands of jobbers, as no lower prices are quoted by the manufacturers. Present prices are $5.20 base f.o.b. Montreal; $5.10 base f.o.b. Toronto, and $5.35 base f.o.b. St. John, N.B.

Roofing Prices Hold

Montreal.

No change has been made in the prices of prepared roofings since the beginning of the year. The demand is slowly improving but spring requirements are not yet being shipped to any great extent. Following are the prices quoted on the three weights by one roofing manufacturer:

	Car lots	Less
Heavy Weight—		
1 ply	2 10	2 25
2 ply	2 55	2 70
3 ply	3 00	3 15
Standard Weight—		
1 ply	1 75	1 90
2 ply	2 20	2 35
3 ply	2 65	2 80
Light Weight—		
1 ply	1 65	1 80
2 ply	2 00	2 15
3 ply	2 35	2 50

Rope at Recent Decline

Montreal.

Prices on rope remain at the decline

quoted in last week's issue of Hardware and Metal, present quotations being as follows—Best Manila, 24½ cents base; beaver or New Zealand manila, 20 cents base; sisal and lathyarn, 18 cents base.

Prices on Sap Buckets

Montreal.

Following are this year's quotations on sap buckets and spouts. The list includes the prices on Nos. 8, 9, 12 and 16. Also on the 1 gal. 1½ gal. and 2 gallon, these sizes now being sold by some manufacturers. They are of Imperial measure.

Sap Buckets.—No. 8, $21.88; No. 9, $24.50; No. 12, $26.25; No. 16, $31.50 per hundred; 1 gal., $21.88; 1½ gal., $26.25; 2 gal., $31.50 uer hundred.

Spouts.—Perfection. $25 a thousand; Eureka, $16.50; Sterling, $38; Square syrup cans, 1 gal., Imperial, $26 per hundred.

Some Lead Products Lower

Montreal.

A reduction has been made on some lines of lead products, lead pipe and waste showing at one cent lower. Solders are priced one cent less on all grades, while wire solder has been revised to 35 cents per pound. Business continues fair, with a sorting trade experienced. Present quotations are as follows:—

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc sheets, casks	0 14½
Do., broken lots	0 15½

Fittings Remain Steady

Montreal.

A fair sorting trade is being experienced in pipe fittings. Prices remain unchanged, with stocks in very good shape, although a shortage of some of the smaller fittings is felt. Following are the quotations:—

Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

No Change in Wrought Pipe

Montreal.

There is no change to report on wrought iron piping, list No. 48 being still the selling prices. Stocks in the hands of the jobbers are in good shape, the shortage being well overcome. Quotations may be found on current market pages.

Sheets at Recent Decline

Montreal.

Black and galvanized sheets show no further change in price this week. Business remains quiet, however an early improvement is looked for. Stocks are reported in good shape, deliveries from the mills coming regularly with all weights easily obtained. Present prices are as follows:—

BLACK SHEETS—	
10 gauge	7 75
12 gauge	7 80
14 gauge	8 10
16 gauge	8 25
18-20 gauge	8 30
22-24 gauge	8 40
26 gauge	8 50
28 gauge	8 75
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	11 75
28 gauge	11 25
26 gauge	11 00
22 to 24 gauge	10 85
20 gauge	10 65
18 gauge	10 65
16 gauge	10 50
14 gauge	10 50
12 gauge	10 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	12 50	11 50
26 gauge	12 25	11 25
24 gauge	11 65	10 85
22 gauge	11 30	10 40
18 and 20 gauge	10 60	10 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Unchanged

Montreal.

Following the decline on many lines of iron and steel, quoted in last issue, the prices remain at the lower levels for this week. Business continues generally quiet on these lines, only small shipments being made. Quotations are as follows:—

IRON AND STEEL

Common bar iron, 100 lbs.	4 20
Refined iron	5 80
Iron finished machinery steel	4 25
Mild steel	4 20
Band steel	4 20
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 20
Tire steel	4 40
Toe calk steel	5 20
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steed in scroll bdles, 50c per 100 lbs. extra.

Corrugated Sheets are Steady

Montreal.

With building activities not yet in evidence, the business offering on corrugated sheets continues quiet. Stocks are reported in better shape than they were at this time last year, and dealers are looking for a better movement as soon as the season permits building operations. Prices remain unchanged and the new quotations given at the first of the year are still in effect. Following are the prices:—

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Canada Plate Now Available

Montreal.

English half bright Canada plates are again offered on the markets for import at very reasonable prices, and no doubt the trade will welcome a return of these plates to this market. The outlook for polished plates is not quite so favorable, as these are on a much higher basis, but will probably also show improvement later on.

Waste Materials More Active

Montreal.

The market on scrap metals may be stated as being a little more active than in the past few months, when both buying and selling have been very quiet. More enquiries are now coming in and business generally is improving. Red brass, however, is quoted at a lower figure, the price now being 11 cents. Following are the present quotations:—

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red Brass	0 11
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Beaver Board $48.50 Per M. Ft.

Montreal.

Local distributors of Beaver Board are quoting $48.50 per 1,000 feet, a decline of $5.00 since the beginning of the year. The business offering on this product has been very dull up to the present, but deliveries for spring requirements are expected to go forward in the near future.

Guaranteed Price on Winchester Arms

Montreal.

A notification has been received by all wholesale houses that Winchester guns and rifles are guaranteed against decline in factory prices until December 31st, 1921.

Wire Cloth and Netting Moves

Montreal.

Local wholesalers report that shipments of wire cloth and poultry netting have already been forwarded at guaranteed prices. The orders for these have been satisfactory from the wholesalers' point of view.

Ingot Metals Quiet

Montreal.

Ingot metals are generally quiet this week with little change in prices to report. There will probably be a seasonable improvement in the near future, but it is very hard to determine at present just when to expect this improvement.

TIN.—Tin has been somewhat firmer this week, although the advance made will not likely extend very far until the demand improves in the United States.

COPPER.—Copper is slightly easier in New York, but the time is not yet ripe for any sustained advance. Prices

remain unchanged locally at 19 cents for electro, and 18½ cents for casting.

SPELTER.—Spelter is still as lifeless as ever and in the present state of apathy it is impossible to state what will happen next. Price, 7¾ cents.

LEAD.—Lead is dull and quiet, and shows very little sign of any improvement at present. Local price, 7 cents.

ANTIMONY. — Little demand is shown for antimony, and the market remains dull and quiet. Local price unchanged at 8 cents.

ALUMINUM.—Aluminum still remains quiet with price unchanged at 34½ cents.

Toronto Markets

TORONTO, Feb. 17.—Fewer price changes are in evidence this week, and among the chief alterations are lower prices on coal oil and gasoline. Declines in the price of crude oil have enabled lower quotations to be made on oil and gasoline. Other lines showing declines are Stillson wrenches, lead pipe and waste, solders, oakum, pumps, wrapping paper, chalk lines, road scrapers and some lines of tools including braces and levels. Some higher quotations are shown on English makes of grass hooks and garden shears. Prices are held unchanged on wrought pipe and fittings and on bar iron and steel and also on black and galvanized sheets and plates. Ingot metals are unchanged and are quiet and dull. Business is reported to be a little improved on many lines of shelf hardware, but heavy goods are still showing a slowness in movement. Booked orders in spring and summer goods are beginning to be shipped out, and in many cases are smaller in quantity than last year.

Rope Holds at Recent Change

Toronto.

Rope prices are holding at the decline made on February 8, and sales are showing a marked improvement, though on a smaller basis than ordinary. The present prices on pure manila, beaver manila and New Zealand hemp are nearly a third lower than the prices in effect last summer, and sisal prices are 20 per cent. less.

Following are present quotations:

ROPE—	
Pure Manila, basis	$0 24½
Beaver Manila, basis	0 20
New Zealand Hemp, basis	0 20
Sisal, basis	0 18

Above quotations are basis prices, ¾ in., and larger diameter. The following advances over base are made for small sizes: ⅝ in, ½c; 9-16 in., ½c; 7-16 in., inclusive, 1c; ⅜ in., 1½c; ¼ in., and 5-16 in., 2c; 3-16 in., 2½c.

Single lath yarn, basis	0 18
Double lath yarn, basis	0 18½

Hemp Lobster Twine Declines

Toronto.

A reduction of one cent per pound has been made in the price of hemp lobster twine, and the "Standard" is now quoted at 25 cents and the "Fine" at 26 cents.

Nails; No Further Change

Toronto.

The demand for nails has been light, but with spring approaching and the resumption of building operations combined with the reductions which have been made since last season, amounting to nearly 20 per cent. in the price of wire nails, it is expected that sales will show a considerable improvement. Prices are holding at the quotations announced last week and are $5.10 base per keg for wire nails and $6.20 base for cut nails.

No Chage in Wrought Pipe

Toronto.

Pipe prices are holding unchanged. Wholesalers' stocks are improved and fair movement is reported. Quotations are as per current market pages.

Pipe Fittings Unchanged

Toronto.

No further changes have been made in fitting prices, and stocks are reported in fair shape with a slight improvement in the demand.

Quotations are the following:

Cast iron fittings	10%
Plugs	20%
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 26	0 36
Class C.	0 17	0 26

Bar Iron is Quieter

Toronto.

Business continues on the light side in bar iron and steel, but wholesalers anticipate that trade will show a change for the better during the next few weeks. Retailers have been buying for their immediate requirements for some time and their stocks are in most cases reported to be smaller than usual and with an increase in the demand there should be a good movement in this line. Quotations are holding at recent declines and are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop steel	6 00

Higher Priced Garden Shears

Toronto.

Garden shears are quoted at higher prices this season, and the following are prices on some of the better sellers.

GARDEN SHEARS—	Each
No. 75. x 6 inch	$1 60
No. 100. x 8 inch	1 65
No. 100. x 9 inch	1 95
No. 101. x 8 inch	1 95
No. 101. x 9 inch	2 15
No. 101 x 10. inch	2 45
No. 104. x 9 inch	2 90
No. 106. x 9 inch	2.90

Next Season's Sleighs Lower

Toronto.

The new prices for booking for next season on Canadian made sleds and sleighs show a reduction of about 10 per cent. off this season's prices.

Stillson Wrenches Decline

Toronto.

The Canadian made Stillson wrench is now quoted at 45 per cent. off list, and is a reduction of approximately 8 per cent. Notice of a decline was received last week just before going to press and was reported in February 12 issue. The new net prices are as follows:

STILLSON WRENCHES—(net prices)—6 inch, $13.20 per doz.; 8 in, $14.85; 10 in., $16.50; 14 in., $23.20; 18 in., $33; 24 in., $48; 36 in., $90.

English Grass Hooks Advance

Toronto.

An increase of from 10 to 14 per cent. has been made in the price of English grass hooks, and the Fox make is now quoted at following prices per dozen, No. 2, $7.50; No. 3, $8; No. 4, $8.50.

Lower Prices on Pumps

Toronto.

A reduction of from 7 to 10 per cent. has been made in the price of well and cistern pumps of the Jas. Smart make, and the following are the new quotations on some of these lines:

CISTERN PUMPS—Figure 2, No. 1, $3.20 ea.; No. 2, $4.20; No. 3, $4.75; No. 4, $5.20.

Ratchet Braces Revised

Toronto.

Prices have been revised on some lines of ratchet braces, and some of these goods are showing slightly lower prices. Following are new quotations:

BRACES—No. 966 x 10 in., $12.60 per doz.; No. 956 x 10, $17.40; No. 946 x 10, $22.80.

New Level Prices

Toronto.

New revised prices are issued on some lines of Stanley levels, and the following are the new quotations:

LEVELS—No. 00 x 20 in., $13.80 per doz.; No. 00 x 22 in., $14.40; No. o x 24 in and 26 in., $15.60; No. 0 x 28 in. and 30 in., $16.20.

Kraft Wrapping Paper Lower

Toronto.

The market is easier in Kraft wrapping paper and the round rolls are quoted at $14.50 per 100 pounds.

Chalk Lines are Lower

Toronto.

A reduction has been made in the price

of chalk lines, and the new quotations on these are as follows:

CHALK LINES—No. 12½ x 20 ft., $4.80; No. 13 x 20 ft., $4.60; No. 14½ x 20 ft., $3.10; No. 15 x 20 ft., $3.10; No. 12½ x 50 ft., $12.10.

Road Scrapers Reduced

Toronto.

New lower prices are being quoted on road scrapers, and the No. 1 with runners is priced at $15.25 and the No. 2 at $14.80.

Gasoline Down Two Cents

Toronto.

Another decline of two cents per gallon has been made this week in the price of gasoline. This is the second reduction in less than two weeks. The decline in the price of crude oil is the reason for the lower quotations, and as the price of crude oil is now about 30 per cent. below the high level price of last year it would appear that lower prices are possible. The new quotations for motor grade are 38 cents per gallon net.

Coal Oil One Cent Less

Toronto.

Coal oil has also declined, but the reduction is less than on gasoline. As in gasoline, lower crude oil prices are responsible for the reduction. Present quotations are one cent below previous ones, and are 27 cents net for Royalite and 30 cents for Palacite.

Plumbers' Oakum Declines

Toronto.

Reductions have been made in oakum prices, and plumbers' oakum is now selling at $4 per bale of 50 pounds, an approximate reduction of 15 per cent.

Electrical Lines Firm

Toronto.

A fair trade is reported on electrical lines, such as heaters, grills, toasters and irons, although these goods are not moving as rapidly as usual. Prices are holding firm on most lines and the future trend is more likely to be downward than higher, it is stated.

Corrugated Sheets Firm

Toronto.

Sales are light on corrugated sheets at the present time, but a slight improvement is noted. Quotations are unchanged as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lead Pipe and Solder Decline

Toronto.

A reduction in the price of lead pipe and waste was noted last week, just before going to press. The list price of lead pipe is now 12½ cents, and waste pipe is 13½ cents, and over 8-inch 14½ cents. Solders are showing some revisions. A fair amount of sales are reported for the time of the year. Quotations are the following:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09¾
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 18

Valves and Bibbs Holding

Toronto.

Valves and bibbs are holding at the recent changes. The demand is showing a slight improvement and wholesalers state that stocks are in fair condition. Quotations are as follows:

WASTE

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Do., Fuller	30%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	20%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

F. O. B. factory, Toronto.

No Change in Scrap Metals

Toronto.

The waste metal market shows little change this week, and business is still limited. The consuming demand is still extremely light and it is believed that there will be little change from the present position for a while. At the present low level of red and yellow metals there is little disposition to make sales, as with copper likely to advance dealers are out of the market. The following are prevailing quotations on quantities, and are strictly nominal.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Sheets and Plates Steady

Toronto.

While a slight improvement in sales is reported by some wholesalers, business is still light in sheets and plates. Many look for a better showing in these lines within the next few weeks. From present indications it is said that further reductions in prices are unlikely. Following are prevailing quotations:

PLATES

10 gauge	6 20	....
12 gauge	6 25	....
14 gauge	6 30	....
16 gauge	6 40	....

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 50	10 50
U. S 28	9 10	10 20
U. S. 26	8 80	9 95
22 and 24	8 65	9 70
18 and 20	8 50	9 55
16	8 35	9 40
12 and 14	8 30	9 35

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Ingots Show Little Change

Toronto.

But little change is shown in ingot metal prices this week and in most cases last week's quotations still hold. Business is still very quiet and sales are light. Tin showed a decline, but recovered to the same point as at this time last week.

TIN.—Cable reports from Singapore announce that the Straits Government fixed price has been withdrawn, and there is open market on tin again. English markets, which showed a decline, are up again at last week's quotations. Local prices are unchanged at 43 cents.

COPPER.—More active inquiries are reported from United States markets though little increase in buying is noted. Producers in the States are looking for a larger European demand to make up for a lower domestic consumption, and at the same time are taking steps to curtail production. Local markets are quiet and prices are unchanged at 19 cents for casting copper.

LEAD.—Outside markets continue dull and and quiet in lead, and an easier tone is reported. In London prices still decline. Business here is dull and quotations are held at $7.

SPELTER.—Little change is shown in this, and locally prices are unchanged at $7.

ANTIMONY.—This market keeps firm and quiet. Prices are unchanged at 8 to 9 cents.

ALUMINUM.—The consuming demand continues negligible and prices are held at 35 to 37 cents.

London Markets

LONDON, Ont., Feb. 17.—Several lines of hardware are quoted at lower levels this week, and among other goods wire nails, Stillson wrenches, sweat pads, turpentine, rat traps, calf meal and chick feed are showing lower prices. Coil door springs are quoted at a slight advance in price. Very fair business is reported in the district this past week and many merchants are making extra efforts to reduce stocks of winter goods and also odd and slow selling lines to make room for shipments of spring and summer goods.

Turpentine Down Five Cents

London, Ont.

A reduction of 5 cents per gallon has been made in turpentine prices since the last market report and new quotations are $1.15 per Imperial gallon in one-barrel lots; $1.14 in 2 and 4 barrel lots, and $1.30 in 5-gallon lots.

Linseed Oil Unchanged

London, Ont.

No change has been made in linseed oil prices, and sales continue light in this product. Quotations are as follows:

	Raw.	Boiled.
1 to 2 bbls, per gal.	1 00	1 03
3 to 5 bbls, per gal.	0 99	1 02
6 to 9 bbls., per gal.	0 97	1 00

Less barrels add 15 cts. gal.

Wire Nails Lowered Again

London, Ont.

The price of wire nails has been adjusted again, and wholesalers are quoting these 10 cents a keg lower. The new prices are the following:

5.10 base f.o.b. London.
5.20 base, Collingwood and Owen Sound.
5.10 base, Windsor, carload freight allowed.

Cut Nails at $6.40

London, Ont.

Cut nails are being quoted here at $6.40 per keg, base price, f.o.b. London.

Irwin Auger Bits Selling

London, Ont.

Good sales are being made of Irwin auger bits. A complete assortment of sizes are now available and quotations on the auger bit are 25 per cent. advance on list. The Irwin car bit is priced at list plus 20 per cent.

Perfect Door Springs Higher

London, Ont.

The Perfect coil door springs, largely sold for screen doors during the spring and summer, are higher in price this season and are quoted as follows: No. 2, 75 cents; No. 3, 85 cents; No. 4, 95 cents; No. 5. $1.10 per dozen.

Mops and Polishes Sell Well

London, Ont.

Good sales are being made on O'Cedar mops and polishes. No changes are made in prices, which are as follows:

MOPS—Nos. 1, 3, 5 and 14, $16.00 per doz. net cash; No. 15, $10.00.
POLISH—4 oz. bottles, $2.40 doz. net cash; 12-oz., $4.80; quart cans, $12 doz; ½ gal, $20 doz.; 1 gal., $28 doz.

Headlight Lenses in Demand

London, Ont.

A very good demand continues here for auto headlight lenses and the Primolite make is selling at $1.65 per pair.

Wood Traps are Lower

London, Ont.

A slight reduction has been made in the price of the Victor mouse and rat traps and present quotations are 40 cents per dozen for the mouse trap, and $1.55 for the rat trap.

Calf Meal Quoted Lower

London, Ont.

The Royal Purple calf meal and chick meal are now about 5 per cent lower in price and the following are the quotations on these and on the Royal Purple laying meal.

CALF MEAL—25 lb. bags, $4.60 per 100 lbs., net cash; 50 lb. bags, $4.55; 100 lb. bags, $4.50.
LAYING MEAL—25 lb. bags, $4.10 per 100 lbs., net cash; 100 lb. bags, $4.
CHICK FEED—25-lb. bags, $4.50 per 100 lbs. net cash; 100 lb. bag, $4.40.

Sweat Pads Decline

London, Ont.

A slight reduction has been made in the price of the yellow sweat pads, and the new quotation is $10.35 per dozen.

Stillson Wrenches Cheaper

London, Ont.

The Canadian make of Stillson wrench is now quoted at 45 per cent. off list, in place of 40 per cent., making a reduction of a little over 8 per cent.

Glass Sales Light

London, Ont.

There is no change in the price of window glass this week, and sales are light at present. Sixty per cent. is quoted off case list for single or double diamond and 60 per cent. off light list for cut lights.

Putty Prices Holding

London, Ont.

No change is reported in putty and prices are maintained. Following are the quotations here.

STANDARD—100 lb. drums, $8.05 per 100 lbs.; 25 lb. drums, $8.30.
PURE—100 lb. drums, $10.55 per 100 lbs.; 25 lb. drums, $10.80.

White Lead is Unchanged

London, Ont.

Prices are holding unchanged on white lead in oil. The following quotations are in effect here.

	Tons.	Less tons.
PURE	$16 95	$17 30
ELEPHANT	17 45	17 80

No Further Rope Change

London, Ont.

No further change has been made in rope prices, and it is holding at decline noted last week. Following are present quotations:

ROPE—No further change. Pure Manila, 24½c base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Netting and Screen Wire Move

London, Ont.

Shipments of spring goods are beginning to move out, among them being poultry netting, which is priced at list plus 10 per cent. for both 1 inch and 2 inch mesh, and screen wire cloth on which the price this season is $3.50 per 100 square feet.

Garden Tools Start Moving

London, Ont.

Among the lines for this season on which shipments are now being made are garden tools, harvest tools, and spades and shovels. Harvest and garden tools are selling at 50 and 10 per cent. off list, and spades and shovels at 35 per cent. off list, with 50 cents net per dozen added for half polished and $1 for full polished.

Screen Door Hinge Prices

London, Ont.

The No. 20 and the No. 200 spring screen door hinge is selling at $28.80 per gross pairs. Smaller lots are priced at $2.50 per dozen pairs. These lines are beginning to move out.

Water Paints Moving

London, Ont.

Spring shipments of water paints are starting to move out. Quotations on Alabastine are 40 per cent. off list.

Shipping Sap Supplies Now

London, Ont.

Sap supplies are beginning to move now, and the following are this season's quotations:

I. C. SAP PAILS—	
10 quart, flaring, per 100	$26 25
2 gallon, straight	26 25
SAP SPILES—	
Eureka, per 1000	$16 85
Do., per 100	1 75
S. M. P. make, per 100	3 80
SYRUP CANS—	
Quarter gallons, per 100	$13 50
Half gallons	19 00
One gallons	26 00

Winnipeg Markets

WINNIPEG, Feb. 17.—There are some important changes this week and the following lines are all showing a decline, wire nails, cut nails, rope, rubber belting, copper rivets, Canada plate, Always Ready wrenches, bright market, and solder. Ready mixed paints are reduced in price. The iron and steel market remains very firm and there seems no immediate prospect of any change of importance unless wages or other producing costs decline. There has been a marked improvement in the hardware trade during the past week, more orders are arriving from outside points and travellers are reporting an increase in business.

No Change in Turpentine

Winnipeg.

The price on turpentine remains the same as quoted last week, namely, $1.65 per gallon in barrel lots; small lots 10 cents per gallon extra and containers 25 cents per gallon extra.

Linseed Oil Advances 5 Cents

Winnipeg.

Linseed oil, which has been on the decline for the past few weeks, has taken a sudden change and has this week been advanced 5 cents per gallon. Quotations for this week are: Raw, $1.25 per gal.; boiled $1.28 per gal.

Agricultural Wrenches Higher

Winnipeg.

The prices on agricultural wrenches have been advanced this week and are quoted as follows: 6-in., $9.60 per doz.; 8-in., $10.80 per doz.; 10-in., $12.60 per doz.; 12-in., $16.20 per doz.; 15-in., $21.60 per doz.

Always Ready Wrenches Down

Winnipeg.

The price has declined on Always Ready wrenches and they are quoted as follows:

NICKEL PLATED—No. 1, $5 per doz.; 2, $6.75.
BLACK—No. 1, $4.60 per doz.; 2, $6.30.

Another Decline in Nails

Winnipeg.

The price has declined on wire and cut nails this week and is 50 cents per keg lower. The base price Winnipeg for wire nails is $6.45 and Fort William $5.80. Cut nails, base price, Winnipeg, are $7.75.

Reduction on Rivets

Winnipeg.

The prices have been reduced for copper rivets and burrs and assorted copper rivets and burrs. This week's quotations are as follows:

COPPER RIVETS—No. 8, 42½c per lb.; 10, 46c; 12, 49¼c.
COPPE RBURRS—No. 8, 42½c per lb.; 10, 46c; 12, 49¼c.
ASSORTED COPPER RIVETS AND BURRS—No. 8, 47½c per lb.; 9, 49¼c; 10, 51c.

Fence Staples Lower

Winnipeg.

The price has been dropped on fence staples, bright and they are quoted at $6.05 per 100 lbs. at Fort William and $6.70 at Winnipeg.

Another Reduction in Wire

Winnipeg.

The price of wire has declined this week and following are the new quotations:

ANNEALED—No. 0 to 8, $6.75 per 100 lbs.; 9, $6.85; 10, $6.90; 11, $7; 12, $7.05; 13, $7.25; 14, $7.35; 15, $7.60; 16, $8.05.
BRIGHT WIRE—No. 0 to 8, $7; 9, $7.10; 10, $7.15; 11, $7.25; 12, $7.30; 13, $7.50; 14, $7.60; 15, $7.85; 16, $8.30.
COPPERED SPRING WIRE—No. 8, $10.70; 9, $10.80; 10, $10.85; 11, $10.95; 12, $11; 13, $11.40; 14, $11.50.

Rope Drops Another Cent

Winnipeg.

Another cent reduction has been made on rope and the following prices are now in effect:

SISAL—¼ and 5-16, 22¼c per lb.; ⅜, 21¾c; 7-16, ½ and 9-16, 21¼c; ⅝, 20¾c; ¼ and larger, 20¼c.
BRITISH MANILA—¼ and 5-16, 24½c per lb.; ⅜, 24c; 7-16, ½ and 9-16, 23½c; ⅝, 23c; ¾ and larger, 22½c.
PURE MANILA—¼ and 5-16, 29¾c per lb.; ⅜, 29¼c; 7-16, ½ and 9-16, 28¾c; ⅝, 28¼c; ¾ and larger, 27¾c.
SISAL LARIAT—3 x 7-16, 25¼c per lb.; 4 x 7-16, 26¼c.
MANILA LARIAT—3 x 7-16, 32¾c per lb.; 4 x 7-16, 33¾c.
LATH YARN—20¼c per lb.

Reduction in Canada Plate

Winnipeg.

The price of Canada plate which has been nominal for some time past has declined lower than it has been for a long while. Some shipments have been received and conditions look better. The following prices are quoted this week:

CANADA PLATE—(ordinary)—18 x 21 inches, $11.50 per box; 18 x 24 in., $11.50; 20 x 28 in., $11.75.

Paint Prices Reduced Again

Winnipeg.

Reductions have been made in the price of paints and are as follows: First grade paints, white is reduced 60 cents per gallon; colors are reduced 70 cents, and porch paints are also 70 cents less. Inside floor paints have been reduced 25 cents. The second quality paints in white and colors are 50 cents per gallon lower. It is stated that no further guarantees will be given covering the future as was done last December when the previous change took place. Retailers who have received deliveries of spring bookings will be given credit for the difference between their invoices and the new prices. Paint manufacturers state that costs must be forgotten and they—the manufacturers—must bear their share of reconstruction losses. They believe that the paint trade has done all possible to meet customers and the public interest, and confidently expect liberal support on the new price basis.

Bale Ties Marked Down

Winnipeg.

The price of bale ties has been marked down and they are now quoted $7.25 Fort William and $7.90 Winnipeg.

Pittsburgh Markets

PITTSBURGH, Feb. 17.—The markets continue dull and the question of price has become more prominent. One of the independent mills is reported to be out for business at prices below the regular market quotations, and in the event of any active business being secured it is likely that other companies will follow. It is believed that the effort to interest buyers has not met much success, and the apparent willingness to accept lower prices will make purchasers even more cautious and prices more indefinite than they have been since last fall.

The falling off in the production of the Corporation, subsidiaries has been more pronounced this past week, and with new business lighter it is probable that operations will show a further reduction. The pig iron market reflects no increase of interest on the part of melters.

PITTSBURGH, Feb. 17.—This week has shown the first definite breakaway from the Steel Corporation schedule. Many buyers have refused to regard that schedule as final and they are feeling now that their belief has ground in fact.

The Midvale Steel & Ordnance Co. has instructed its sales offices to find out the prices at which orders can be secured and also has granted authority to take the business. The drive on the part of this company has resulted in definite offers of tonnages of the major products at well below the regular market quotations. Since the instructions were not written it is difficult to obtain actual information as to the prices named, but it has been verified that it named 2.25c., Pittsburgh, on shapes and bars.

Unverified reports have been current of quotations of 2c on bars and it also is rumored that the same price was named against a tonnage of plates in the Chicago district.

Other independent interests have done nothing in the matter of price cuts, but it is patent that in the event any business is uncovered by the company which is active in this respect the others will go along.

So far as can be learned the effort to interest buyers in purchases at practically their own prices has not been successful. This, however, was to be expected, in view of the fact that the first effect of a sudden reduction in prices usually is to make buyers cautious. The Steel Corporation subsidiaries meanwhile are holding to the level of prices which it has observed now for almost two years, and apparently they are content to wait to see what success attends the efforts of independent companies to secure business at lower prices before taking any action either as regards selling prices or wages. It is pretty well established that the cutting of prices by independent companies is to be accompanied by lower wages, and since the rates of Pittsburgh and Youngstown companies have not yet been disturbed it is figured that the acceptance of business at the prices named would involve a cut in wages of as much as 30 per cent. The market is even duller than it has been as a result of the apparent willingness of independents to consider lower prices, and prices are even more indefinite now than they have been at

FURTHER MARKET REPORTS
Continued on page 129



Dundurn Park, overlooking Hamilton Bay

Hamilton, from the mountain

Industrial Activity on a Broad Scale

is found in the

CITY OF HAMILTON

where the

Ontario Retail Hardware Merchants Gathered this Year in Convention

The logical gathering place of Ontario retail hardware merchants is in the city where a very large proportion of the lines they handle every day, are manufactured.

Phenomenal Growth During 1920

HAMILTON is so important an industrial centre that it claims to be "The Industrial Hub of Canada," and to have grown to be a banner industrial city boasting 737 diversified industries, without becoming a "factory town" with all that term implies, has been its unique experience.

Evidence of the remarkable stability of its industry is found in the continued development recorded during 1920. In his annual report for last year, just now presented to the Hamilton Board of Control, C. W. Kirkpatrick, Commissioner of Industries, stated that 27 new industries had been added to the city's total, and that the grand aggregate was now in the neighborhood of 700. The 1920 additions represent a total capitalization of $7,440,000, and will employ 1,500 persons when in full operation. It is noteworthy that the three largest concerns are practically all connected with the hardware industry. Canadian Libbey-Owens Sheet Glass Co. will make sheet glass, and it is proposed to make automobile windshields by a special process; incidentally, the parent organization, manufacturing at Charlestown, West Virginia, has devoted a large part of its production capacity to that line. The Moto-Meter Company will make the apparatus of that name, and the Canada Color Type Company manufactures embossed license plates for the Ontario and other Provincial Governments.

Three Millions in Buildings

W. D. Shambrook & Co. have commenced the manufacture of aluminum ware. Permits for extensions to factories and for new construction were said to total $1,412,200, not including the Libbey-Owens Glass plant and the Firestone factory, which would bring the aggregate to about $3,000,000.

The shortage of electrical energy was mentioned by Mr. Kirkpatrick as a drawback. The prospect that the Chippawa development will be completed in the fall of 1921 makes it reasonable to suppose that power difficulties will be overcome. The Commissioner of Industries of Hamilton finds that some of the American companies that are considering the establishment of branch plants in Ontario desire to secure temporary quarters until such time as they can buy or build factories.

"No Bonusing" Policy

Mr. Kirkpatrick asserted that no industries were secured by offering bonuses, tax exemptions, bond guarantees, or other special concessions. "Industries that are dependent on assistance from the municipality for their assistance are more frequently a detriment than an asset to the community in which they locate," says the Industrial Commissioner. "The substantial manufacturer is quite willing to stand on his own feet

BEAUTY SPOTS OF HAMILTON



Looking Southeast Toward the Mountain



The Fountain in Gore Park

Where Beauty and Industry Combine

and pay his own way, providing the municipality shows a desire to deal reasonably with him in the matter of supplying the facilities necessary to the successful conduct of his business, such as water, sewers, etc., and passable roads."

Beauty and Industry Combine

With all this industrial development, Hamilton does not lack in beauty spots. The city nestles on the shores of Hamilton Bay with a beautiful land-locked harbor, at the head of Lake Ontario. It is sheltered at the south by the Niagara Escarpment from the summit of which a panoramic view of the city below, with the bay and lake in the distance, unfolds in picturesque magnificence. Wide, well-kept thoroughfares are bordered by a profusion of shade trees, impressive public buildings, handsome residences. To the west lies the beautiful Dundas Valley, to the southeast the bountiful "Garden of Canada," to the north the shimmering waters. The Mountain is the city's proudest boast to beauty. On its summit thousands of citizens have made their homes, two incline railways and a picturesque driveway making the top easily accessible.

Hamilton is truly a place where people "live" as well as work.

AMONG HAMILTON'S FINE BUILDINGS



One of Hamilton's Many Fine Schools



The Terminal Station for the Electric Railways

THE FACTS ABOUT HAMILTON

Population	114,766
Total Assessment	$127,634,000
City Assets	$ 20,450,430
City Debt	$ 10,405,516
Number of Industries	737
Number of Railways	8

Production of Hamilton industries valued at $200,000,000 annually.

More U. S. industrial capital invested in Hamilton than any other Canadian city.

Unexcelled shipping facilities.

Workingmen happy and contented.

Electric Suburban Railways	4
Number of Parks	22
" " Schools	53
" " Theatres	17
" " Hotels	32
" " Police Officers	113
Canadian Branches of large U.S. Manufacturers	100

Cheapest Electric Power for Manufacturing.

Hub of Provincial System of Highways.

Greater Percentage of Workingmen Own Their Homes Than in Any Other Canadian City.

Corrugated T-Hinges, Trap Door Rings,

These Lines Were Booth 47 During



No. 1917 Hanger with No. 1918 Track and Brackets

This is the only self-cleaning track on the market. It will not hold dust or water. As shown in the sectional view, the carriage is protected from weather—from snow and ice, and accumulations that might interfere with smooth running of the hanger in its track.

Corrugated T-Hinge

No. 210 Corrugated T-hinge (bulk)—a strong, neat, light hinge which is replacing the heavy type hinge. The corrugations strengthen it. The finish is better than the old type iron hinge.



Trap Door Ring



No. 1215 Trap Door Ring, size 3½ in. Wrought steel flush trap door rings, baked japan finish. Packed half dozen in carton, with japanned screws. Supplied also in galvanized or plated finish at additional cost.

N. Slater

Hamilton

Successors to

Representatives:

N. J. DINNEN
Winnipeg, Man.

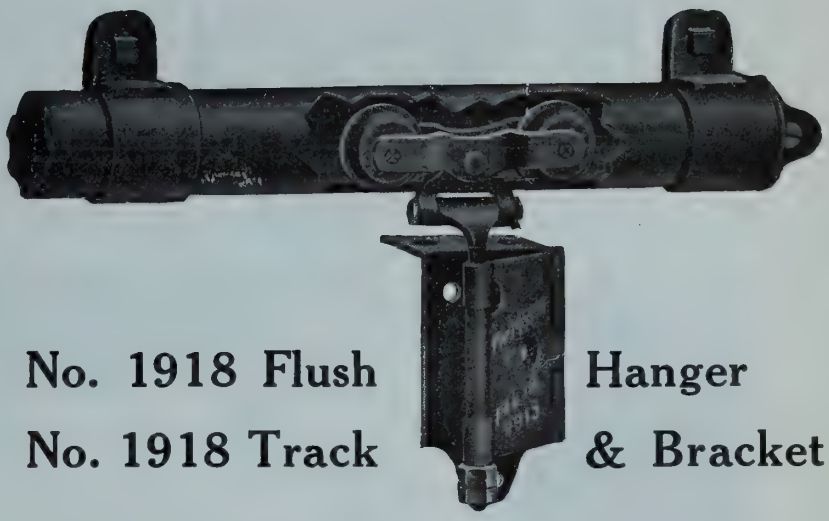
A. T. CHAMBERS
Vancouver, B.C.

Ask for

If interested tear out this page and place with letters to be answered.

Trolley Hangers, Chest Handles and Hasps

Displayed in the Convention



No. 1918 Flush Hanger
No. 1918 Track & Bracket

No. 1917 Hangers are packed one half or one dozen pairs in wooden case. No. 1918 Hangers are packed one half dozen pairs in wooden case. No. 1918 Track is supplied in 3-foot lengths only. It is packed in 48 and 60-foot crates. A complete catalogue will show you many other good sellers in the S. & B. line.

Chest Handles



No. 1205 Chest Handles. Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed ¼ dozen pairs in box with screws.

Wrought Steel Safety Hasp

No. 815 Wrought Steel Safety Hasp—Finished in Bright Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3″, 4½″ and 6″.
Packed one dozen in carton.



Co., Limited

Canada

Slater & Barnard, Limited

T. MORTIMER & CO.
Toronto

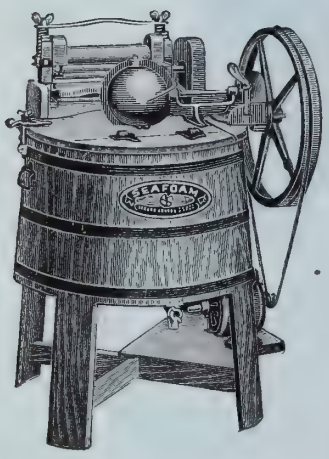
H. E. O. BULL
Montreal, P.Q.

Complete Catalogue

If interested tear out this page and place with letters to be answered.

"Seafoam" Electric Washer

The Result of Twelve Years' Service
Seafoam Sales To-day are Satisfactory



Because dealers can offer a machine that will do the washing and wringing by power by the method proved the best by years of experience, and sell it at a low price which is within the reach of the average householder.

Cypress tub, highest grade reversible wringer, Robbins & Myers motor, which will develop ¼ horsepower and trouble-proof mechanism, concisely describes this all-Canadian made machine.

The "Seafoam" will give the best of service every wash day for many years. Twelve years on the market has proved this.

Dealers not already enjoying "Seafoam" profits should capitalize the opportunity of handling this commonsense, practical, washing and wringing machine, which will sell and satisfy.

Electros suitable for newspaper or catalogue sent free.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative :
JOHN R. ANDERSON
MONTREAL, QUE.

Western Representative :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

"Dowswell Products"

If interested tear out this page and place with letters to be answered.

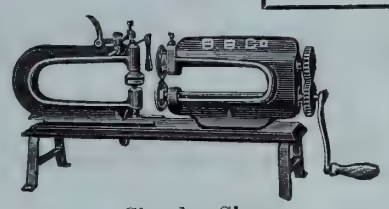
Sheet Metal Working Tools

Up-to-date and highly efficient machinery will produce the maximum production at the minimum cost in time and money, a feature that is very desirable in these days of heavy overhead expense.

The "B.B." line of tools are producers and have proved themselves speedy and accurate.



Forming Rolls

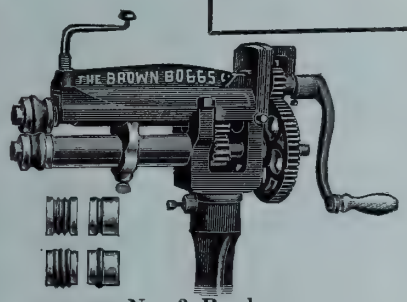


Circular Shear



8-ft. Steel Brake

B B Co Ltd.



No. 3 Beader

For better service equip your factory with the "B.B." Machinery. The "B.B." line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc. We shall be pleased to send our new No. 26 Catalogue to any interested party on request.



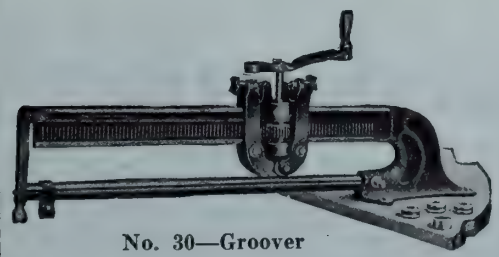
Foot Squaring Shear

The Brown, Boggs Company, Limited

HAMILTON - CANADA

Manufacturers of

TINSMITHS' and SHEET METAL WORKING TOOLS and MACHINERY, PRESSES, SHEARS, ROLLS, Etc.



No. 30—Groover



Stove Pipe Folder

If interested tear out this page and place with letters to be answered.

Let's get down to cases on this Hack Saw business

You can't carry all the different saw blades that salesmen are trying to force on you. If you did, you would have a lot of money tied up in stock that would take a year or more to move.

Why not do what the leading hardware dealers are doing and cut down to one or two lines and make quick turnover boost your profits?

Then the question arises: "What lines shall I choose if I cut down?"

Here is the answer that was recently given to that question the other day by a New Jersey mill supply man.

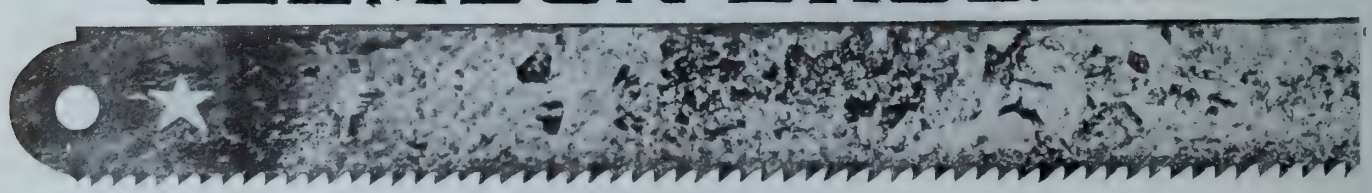
He said: "Years ago we carried seven or eight different brands of saws but decided to cut out many that were hard to sell. To-day we carry but two brands, Star and the X brand. And I have noticed this — at times when through oversight a Star user has been sent an order of X blades, he is always very quick to register a protest and insists upon Star.

"Star users' experience and their reading of Star advertising have made them insist on the brand so that we simply have to carry Star Saws."

Probably you will agree that the merchant makes the greatest success who doesn't wait to be coerced but finds the lines of least resistance himself and takes advantage of them.

Geo. N. Clemson *President*

CLEMSON BROS. INC.



If interested tear out this page and place with letters to be answered.



Star Hack Saw Signs

Are lithographed on tin and show the actual blades. A small sign with striking display value for use of retail and mill supply dealers sent free on request.

Star quality and Star advertising make Star hack saws the line which is most called for and most readily accepted.

When you carry Star you can satisfy every hack saw demand as with no other blade. Star users are legion and you can never make a Star user believe another blade is "just as good as Star."

Don't buck established demand. Push Star Saws and cash in on it.

Clemson Bros. Inc., Middletown, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton, Ont.

STAR HACK SAW BLADES



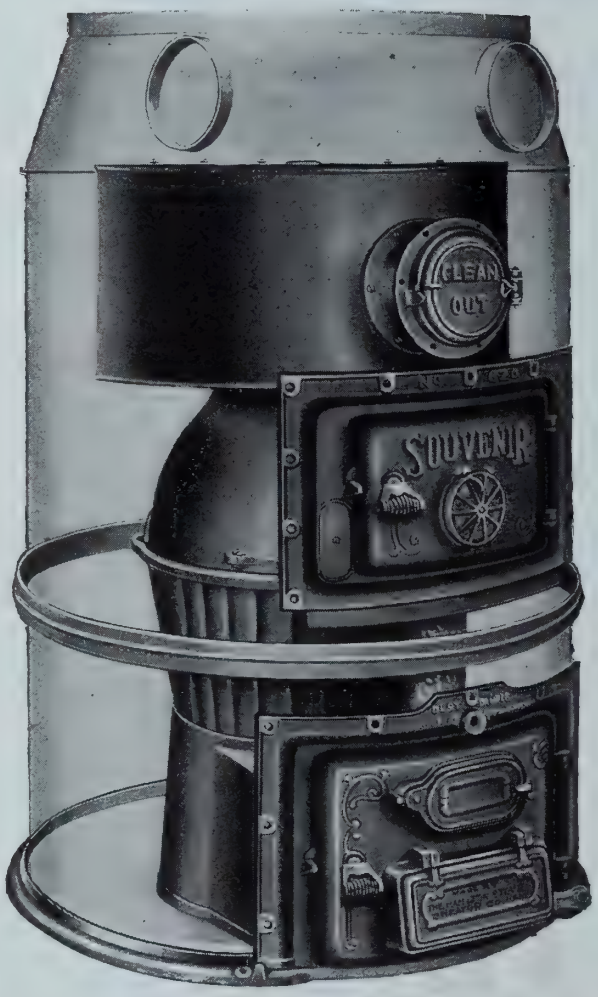
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MADE-IN-HAMILTON HARDWARE

SOUVENIR

WARM AIR FURNACE

BURNS COAL OR WOOD—QUICK SELLER—GOOD PROFIT



This furnace is a wonder for the price. It is one of the biggest sellers in our shop. Made in small sizes which make it particularly suitable for use in workingmen's houses.

Made with one piece, heavy corrugated firepot, and equipped with a Smythe Triangular Pattern grate. recognized as the best type of Triangular Bar Grate.

The Souvenir can be sold at a surprisingly low price and yet allow you a very liberal profit.

Would you care to have us mail you our new Catalogue describing our complete line of Furnaces, Stoves, Ranges, and Builders' Hardware?

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal representative :
Mr. Charles Nichol, 614 Aylmer Street, Montreal
Vancouver—1075 Hamilton St., Vancouver, B.C.
Winnipeg—134½ Higgins Ave., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

Brooms
Wrapping Paper
Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

"DURO"

REGISTERED

MOST DURABLE

W.D.S. & CO. DURO ALUMINUM

TRADE MARK
MADE IN CANADA

Aluminum Cooking Utensils



TEA KETTLE AND INSERT

No.	Cap. Kettle	Cap. Insert
169	5 quarts	2 quarts

A most convenient combination. Polished Finish.



ROUND ROASTER

No.	Diameter	Height
175	11½″	6″

Riveted handles. Four-inch indent in cover for automatic basting. Suitable for small roasts or small fowl. It is self-basting. By using an asbestos mat it can also be used as a Bread Baker on an open flame without putting in oven. Polished Finish.



FRY PAN (DOUBLE LIPPED)

No.	Diam. Top Outside	Diam. Bot. Outside	Depth Inside
134	9¼″	7″	1¾″

Socket handle with ebonized wood, with eye in end for hanging. Polished finish, inside and outside.



FOLDING HANDLE SAUCE PAN WITH COVER

No.	Cap.	Diam. Top Outside	Diam. Bot. Outside	Depth Inside
200	¾ qt.	5 3/16″	4⅝″	2⅜″

Indispensable for travelling, camping or sick room.

The many exclusive features of "DURO" ALUMINUM WARE make quick sales.

Furthermore—"Duro" is being advertised in large daily papers.
Your Jobber Can Supply You.
Made in Canada by Canadian Workmen.

W. D. SHAMBROOK & COMPANY : : HAMILTON, ONTARIO

Representatives :

DURO

A. T. Chambers, Vancouver
L. T. Wall Sales Ltd., Winnipeg
F. B. Wilson, 33 Maitland St., Toronto
J. R. Anderson, 36 St. Dizier St., Montreal
Armstrong & Patterson, St. John, N.B.

DURO

If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE



Canadian Money
Canadian Made
Should stay in Canada
for Canadian Trade

Silent Partners

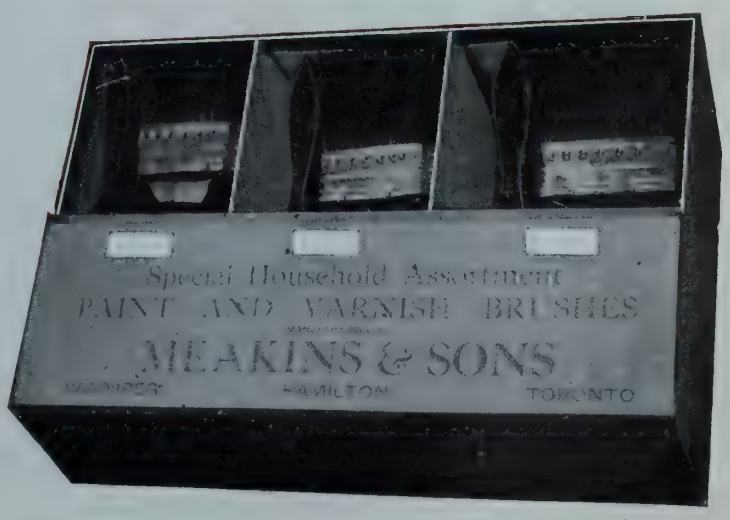
Counter Displays that Make Sales

You were interested in our display at the Hamilton Hardware Convention, so here are two examples of counter displays that will hold your attention as sales-makers. A Meakins counter display is really a silent partner in your business; placed upon your counter it catches the eye of your waiting customers and draws attention to the quality materials, skilled workmanship, and superior finish of Meakins Rubber Set Brushes. These attractive displays close many profitable sales.

Write for complete Catalogue. Order through your jobber.

Meakins & Sons Limited Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver
Pilkington Bros., Calgary, Alta.



If interested tear out this page and place with letters to be answered.

PEERLESS FENCES

STAND EVERY TEST

Some Fence Manufacturers' advertisements appearing regularly in leading farm papers advise the farmers to buy direct, thus saving the middleman's profit.

If these Manufacturers wish to eliminate the Dealer, it is of course none of our business, but we call your attention to it in order that you may know their policy as compared with ours.

We consider our Dealer Connection the greatest asset in our business, and in return for your co-operation we back you up, not only with the best quality fence, but also a fair margin of profit and good advertising in every worth-while farm paper in Canada.

Furthermore, when you sell PEERLESS Fence you do so with our guarantee, which protects you both as to price and quality.

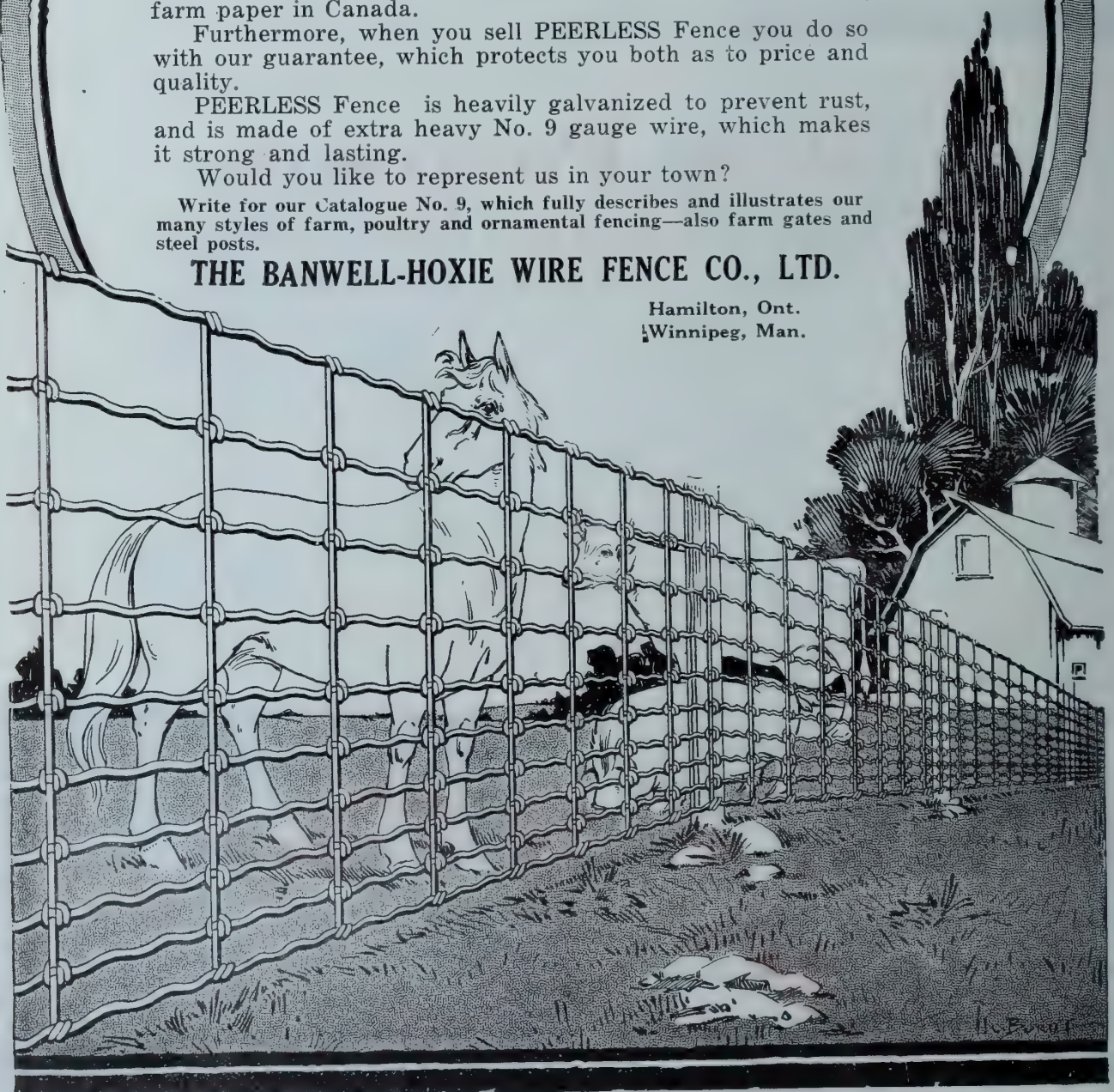
PEERLESS Fence is heavily galvanized to prevent rust, and is made of extra heavy No. 9 gauge wire, which makes it strong and lasting.

Would you like to represent us in your town?

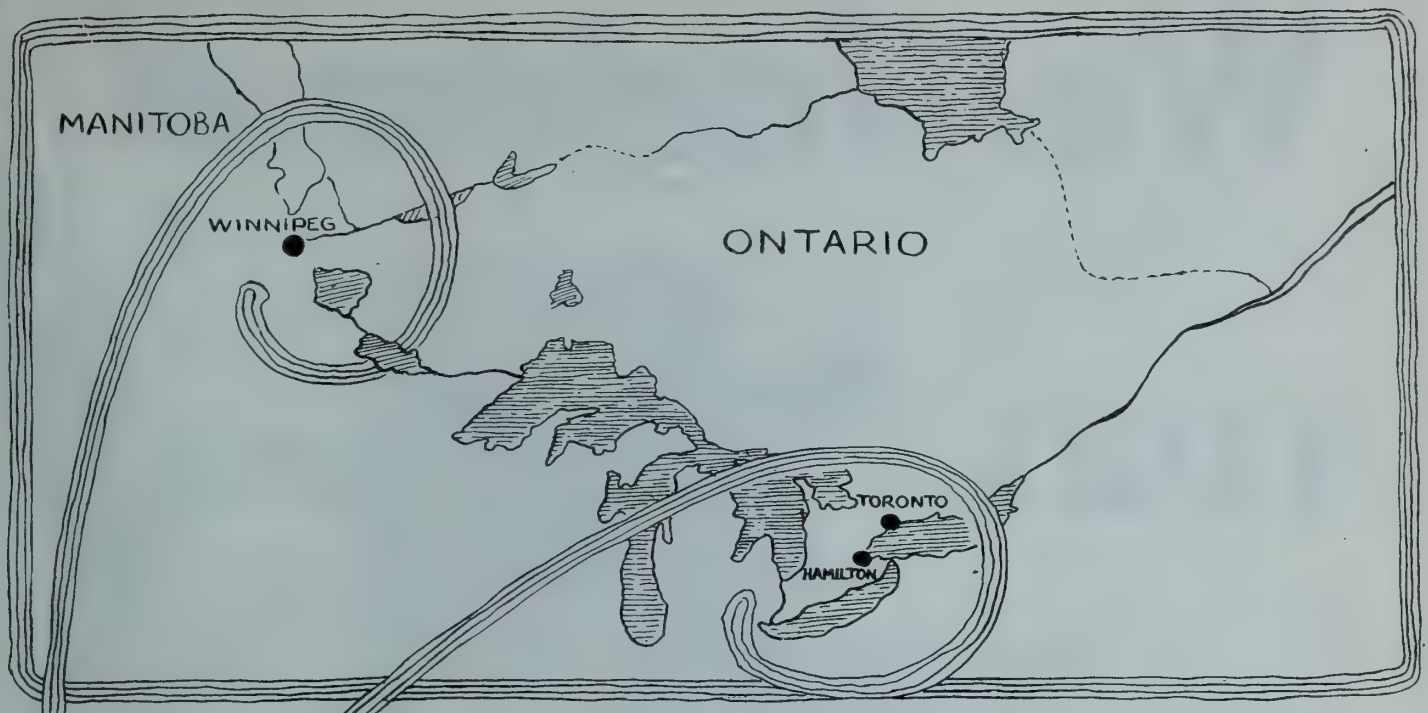
Write for our Catalogue No. 9, which fully describes and illustrates our many styles of farm, poultry and ornamental fencing—also farm gates and steel posts.

THE BANWELL-HOXIE WIRE FENCE CO., LTD.

Hamilton, Ont.
Winnipeg, Man.



If interested tear out this page and place with letters to be answered.



W. & K. Service

We are carrying full stocks of all lines and can make prompt delivery. Hamilton and Toronto are centrally located and served by railway, steamships, radial and motor.

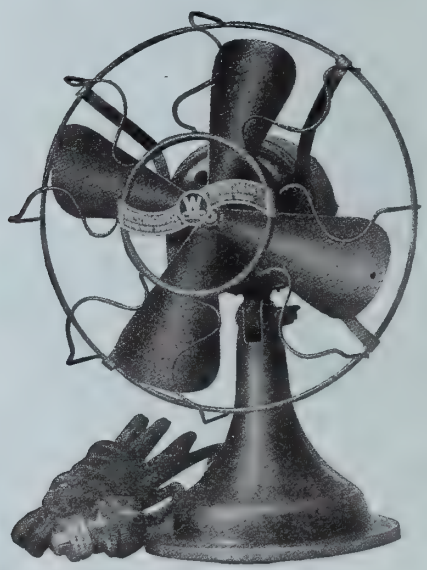
Winnipeg has excellent railway and motor facilities to serve the Western provinces.



If interested tear out this page and place with letters to be answered.

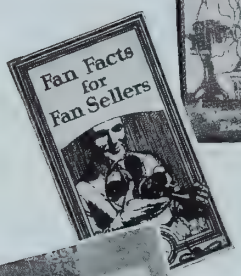
Westinghouse

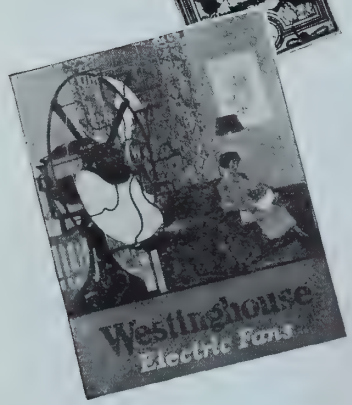
1921 Fans

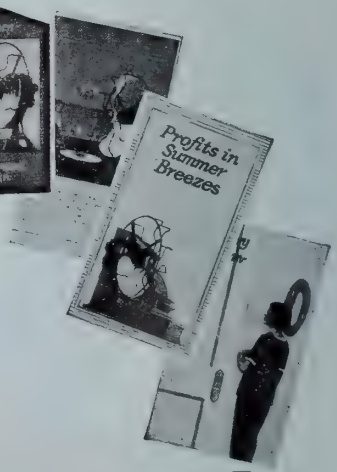


Sales Helps—









Sell a Fan

for every room in the house, for every store, for every office—this is the thought behind the Westinghouse 1921 Fan Campaign.

It is the biggest campaign you have ever been offered, and will sell Westinghouse Electric Fans.

Printed in several colors, the literature is designed to reach every prospective fan user. Distribute it to your customers and increase your Westinghouse Electric Fan Sales.

CANADIAN WESTINGHOUSE

Canadian Westinghouse Co., Limited, Hamilton, Ont.

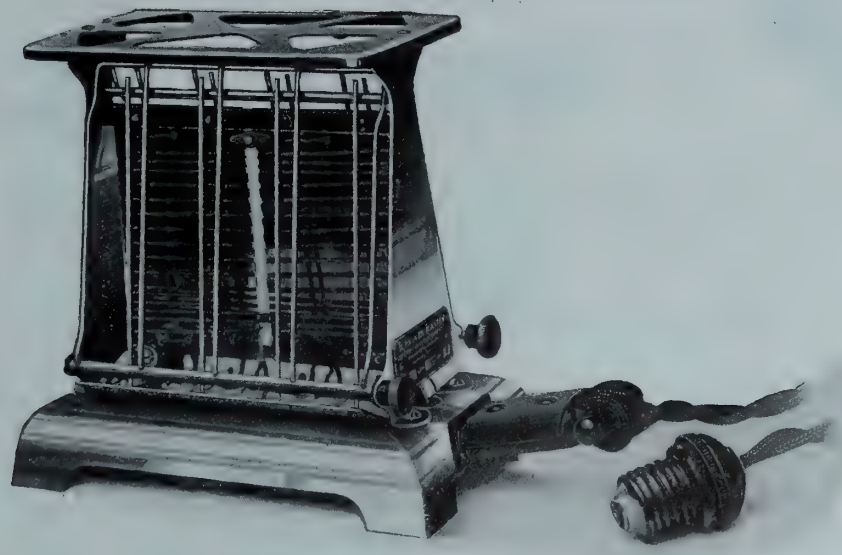
TORONTO—Bank of Hamilton Bldg.
MONTREAL—285 Beaver Hall Hill
OTTAWA—Ahearn & Soper, Ltd.
HALIFAX—105 Hollis St.
FT. WILLIAM—Cuthbertson Block
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.
CALGARY—Canada Life Bldg.
VANCOUVER—Bank of Ottawa Bldg.

Service Stations

MONTREAL—10 St. Sophie Lane
CALGARY—316 3rd Ave. E.
TORONTO—366 Adelaide W.
VANCOUVER—1090 Mainland St.
WINNIPEG—158 Portage Ave. E.

If interested tear out this page and place with letters to be answered.

Westinghouse



Reputation and Sales

The good reputation that Westinghouse electrical equipment has is an important sales force.

The turnover toaster upholds this reputation by giving clean, crisp toast at an inconsiderable power cost.

Reputation, the kind that Westinghouse electrical equipment has, boosts sales.

The turnover feature sells the toaster.

A trial is proof.

Owners of Westinghouse Apparatus are invited to make use of our Service Department Repair Shops, where repair work will receive prompt and efficient attention. Repair shops are located at:—

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide W.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd Ave. E.
VANCOUVER—1090 Mainland St.

CANADIAN WESTINGHOUSE CO., LTD., HAMILTON, ONT.

Toronto	Montreal	Ottawa	Halifax	Ft. William	Winnipeg	Edmonton	Calgary
Bank of Hamilton Bldg.	285 Beaver Hall Hill	Ahearn & Soper Ltd.	105 Hollis St.	Cuthbertson Block	158 Portage Ave. E.	211 McLeod Bldg.	Canada Life Bldg.

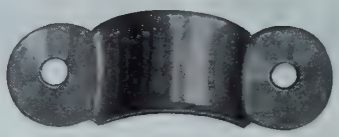
Vancouver—Bank of Ottawa Bldg.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.



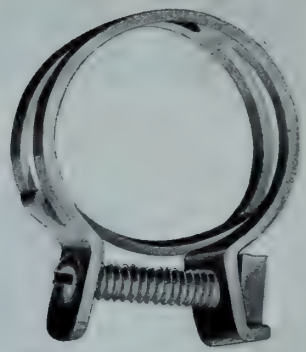
Banner Fount
B. Collar



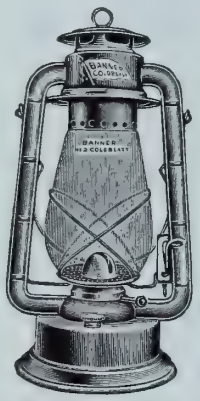
Suit Case
Handle Loops



Drawer Pulls



Banner Hose Clamps
Sizes: ½-⅝-¾ in.



No. 2 Banner
Cold Blast

BANNER
TRADE MARK.

Some of the articles shown here could be classed as "old-timers" by hosts of hardware merchants who intimately know their worth as saleable merchandise from years of close and profitable association.

Others are comparatively new, but equally worthy of your confidence and a place in your business.

If your stock is lacking in any of these goods make it a point to mention the matter to your jobber and ask for his prices.

We guarantee Banner Specialties to give satisfaction, and never fail to make good.

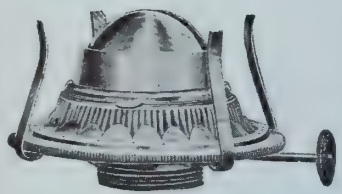
Stocks are fresh and deliveries improving right along.

Manufactured by

Ontario Lantern & Lamp Co., Limited,
HAMILTON, CANADA.



Banner Harp



Canada Burners
Sizes: A. & B.



Victory Burners
Sizes: A. & B.



Stella Lamp



Banner Hose Menders
Sizes: ½ and ¾ in.



No. 3 Trulite
Cold Blast

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and Machine Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

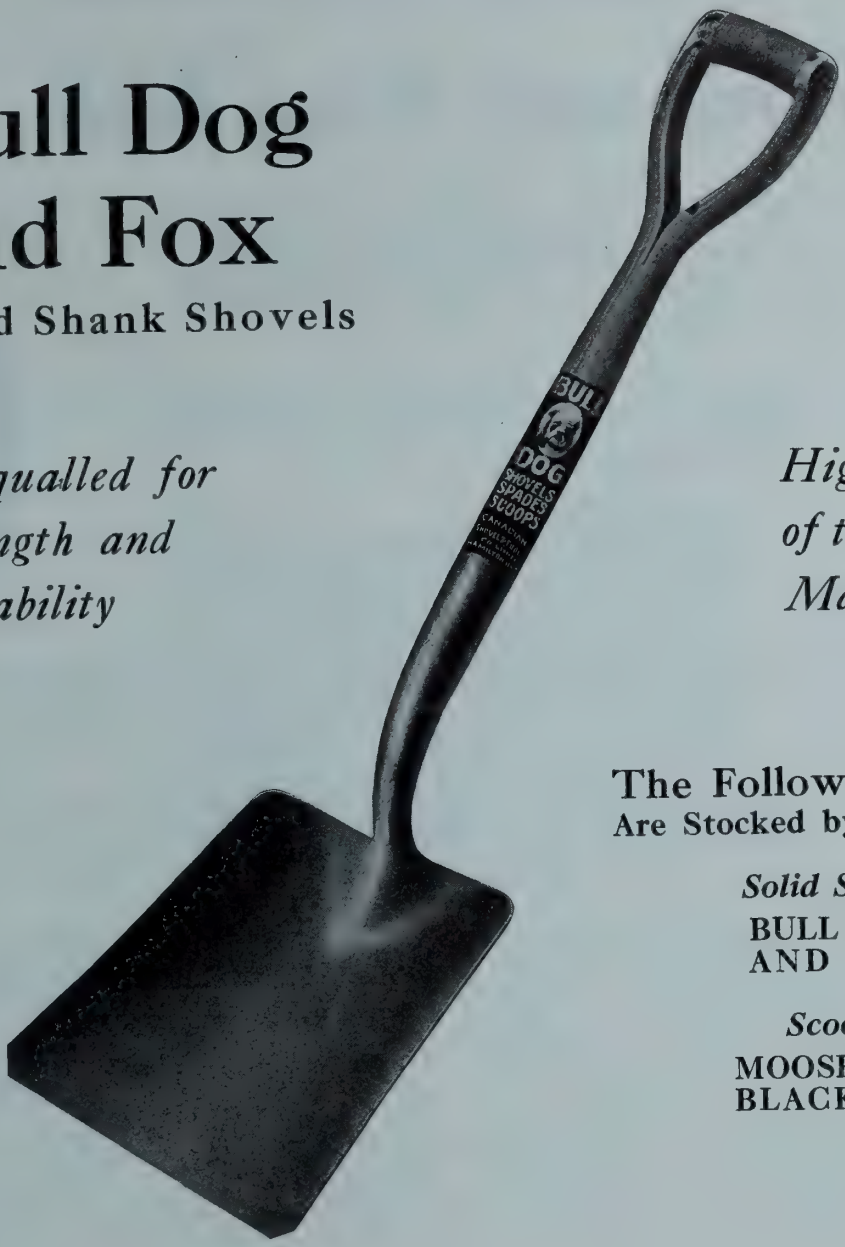
If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

Bull Dog and Fox

Solid Shank Shovels

Unequalled for Strength and Durability



Highest Ideal of the Shovel-Making Art

The Following Brands
Are Stocked by All Jobbers

Solid Shank
BULL DOG
AND FOX

Scoops
MOOSE AND
BLACK CAT

The Canadian Shovel & Tool Company

Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



FINE WIRE





BALE-TIES



Nails, Wire and Wire Bale-Ties

Bale-Ties and special Hay Baling Wire made from genuine Bessemer stock. We also manufacture Wire Nails, Fence Staples, Fine Wire, Bright, Annealed and Lacquer Finished, Square, Pine, Brush, Bookbinders', Hat, Florists' and a fine quality of Tinned or Bright Mattress Wire, properly packed for shipment to all markets.



BALING WIRE

The Laidlaw Bale-Tie Company, Limited

Hamilton, Ont.

Agencies :

NORMAN JESSIMAN, Vancouver, B.C.
A. T. DIGGINS, Toronto, Ont.
HARRY F. MOULDEN & SON, Winnipeg, Man.
H. E. O. BULL, Montreal, Que.
M. BRYAN, 24 Aldgate, London, Eng.

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

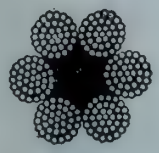
Hardware and Metal is a member of the Audit Bureau of Circulations.

Canada Wire & Iron Goods Co.
Hamilton

Manufacturers of

WIRE CLOTH **WIRE ROPE**

PERFORATED METALS



Have You Our Rope Catalogue?





Have You Our Rope Catalogue?

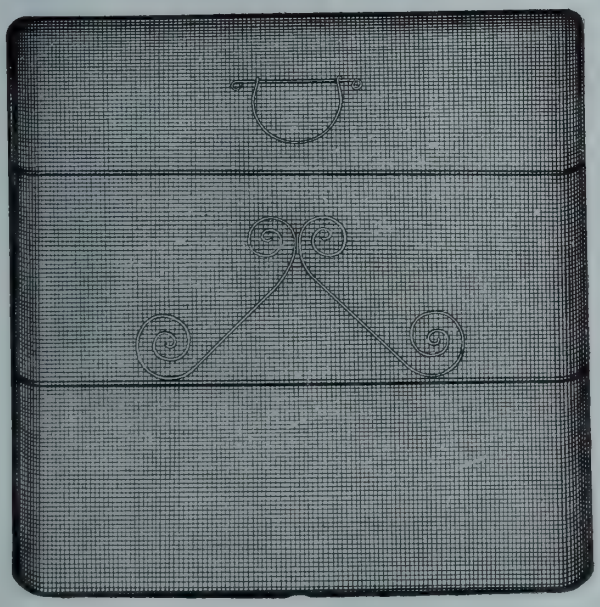
We carry a large stock of Wire Rope and Fittings suitable for all purposes.

We are headquarters for Spark Guards.

We make this type of Screen in three and four fold.



Our line of Fire Screens is standard and ensures you a quick-selling and profitable line to handle.



Illustrating XL Black Spark Guard

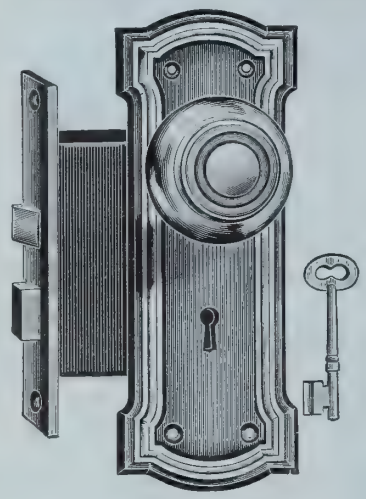


Illustrating Coppered Full-lined Spark Guard

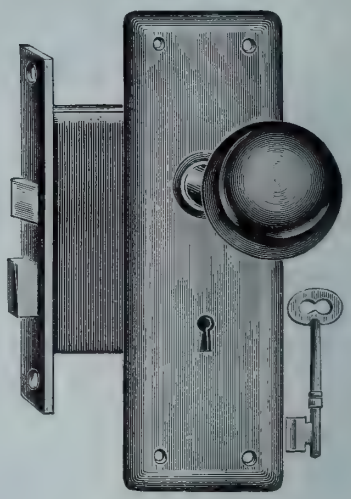
If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

DUDLEY
Inside Door Lock Sets



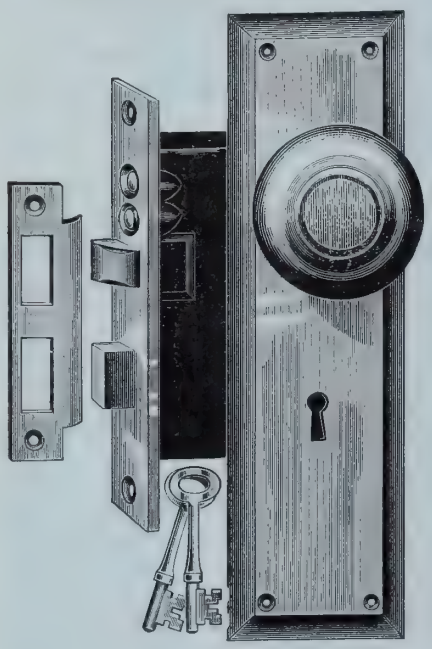
WELLINGTON
Inside Door Lock Sets



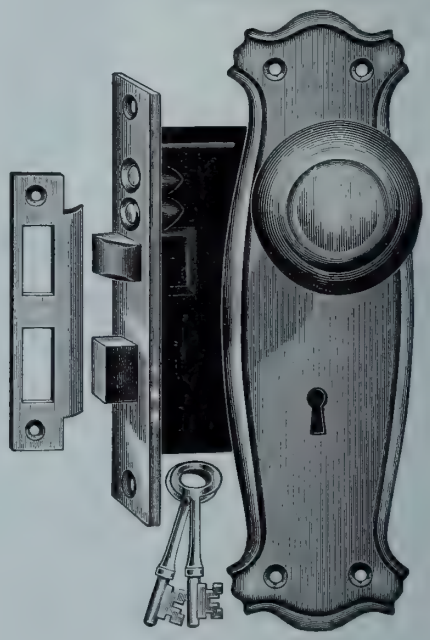
Up-To-Date Designs
in

Steel Lock Sets

SUTHERLAND
Inside Door Lock Sets



DUDLEY
Inside Door Lock Sets



One-Piece Knobs
Throughout

Prices Right
Quality Right

Write *for* Prices

National Machinery & Supply Co., Ltd.

HAMILTON - ONTARIO

If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

"Maple Leaf"
Brand
Stitched Cotton Duck Belting



You will gain the lasting good-will of your customers by recommending this superior belting as a main drive belt, or for conveyors, and many other uses that have made it a popular, satisfactory article in good demand.

It is notably strong, durable, true-running and economical. Being thoroughly waterproof it gives high efficiency service in either wet or dry places.



"Maple Leaf" Belt Dressing

This dependable, result-giving dressing has an ever-growing circle of purchasers. It gives longer life and improves the service of all makes of belting.

Good turnover, and good profit as well, are the rewards of merchants who gather satisfied, permanent customers by selling "Maple Leaf" Belting and Belt Dressing.

Quebec Branch:
51 Duluth Building, Montreal

Dominion Belting Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

GLASS

Hardwaremen, Attention!

When in Hamilton you are cordially invited to call in and see us.

We carry a complete line of every kind of glass and can offer interesting propositions.

Our plant is open to your inspection, where you can see our Art Glass being manufactured as well as mirrors and bevelled plate glass.

See our NEW STOPGLARE LENS—nothing better.

Ontario Plate Glass Limited
Hamilton, Ontario

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

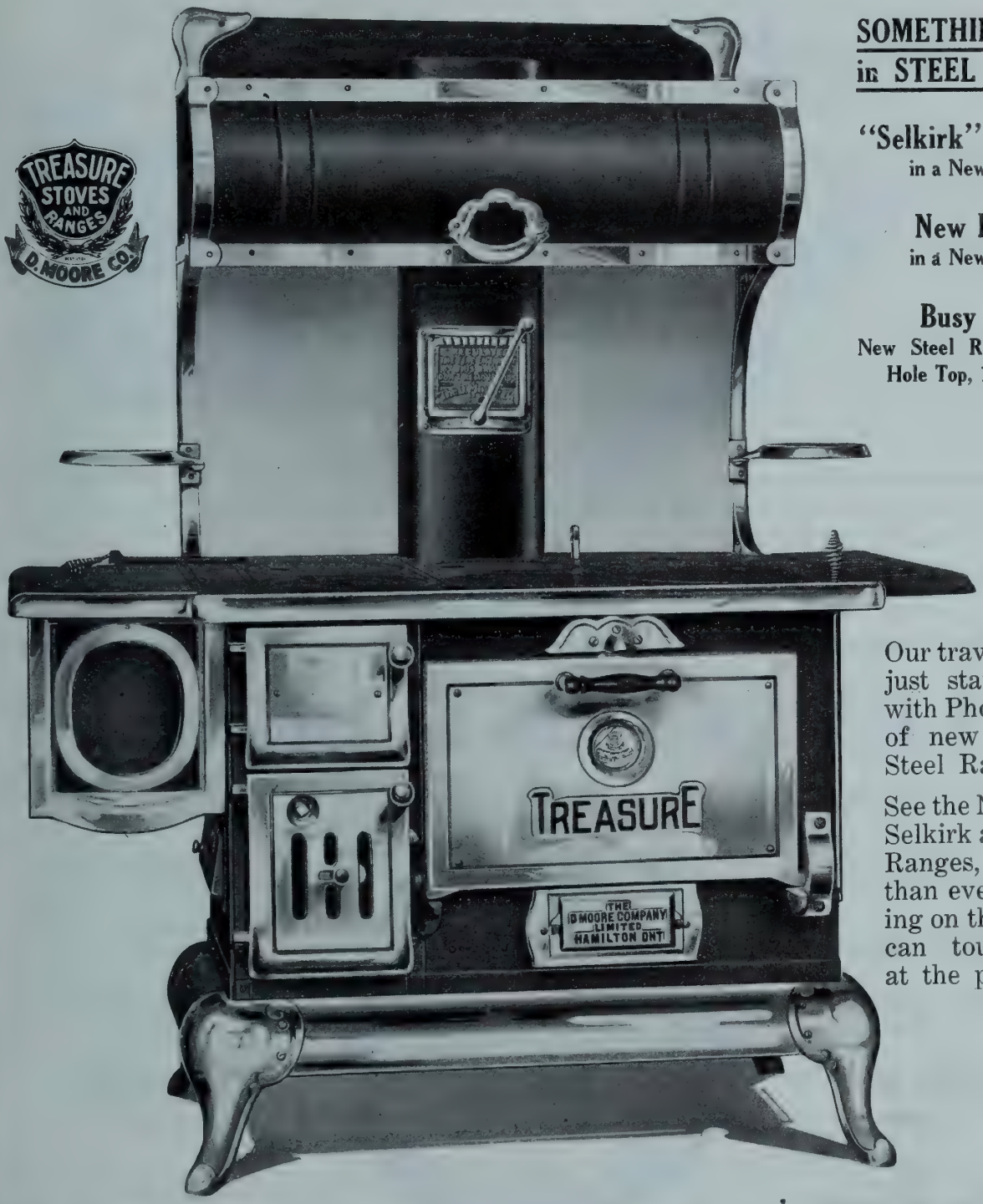
SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited
HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

"TREASURE" STOVES and RANGES

Always to the Front



SOMETHING NEW in STEEL RANGES

"Selkirk" Treasure
in a New Finish

New Doric
in a New Finish

Busy Bee
New Steel Range with 4 Hole Top, 18" Oven

Our travellers are just starting out with Photographs of new lines of Steel Ranges.

See the New Style Selkirk and Doric Ranges, better than ever. Nothing on the market can touch them at the price.

"Selkirk" Treasure, Right or Left Hand Reservoir and High Closet

Manufactured by

The D. MOORE COMPANY Limited

Hamilton - - Canada

If interested tear out this page and place with letters to be answered.

Cave Man at the Wellworth Exhibit

A Big Sensation

For grotesqueness and daring originality, Artist Moore of Hamilton exceeded himself in picturing this strange and grotesque creature — the Cave Man of the hazy past, millions of years ago. The Wellworth "better quality" aluminumware exhibit used this picture alongside a modern setting containing aluminum cooking utensils on an electric stove, to illustrate the wonderful progress that has been made since the early days of man.

Alongside of this exhibit was a series of sixteen picture stories showing the evolution of cooking utensils from the "stone age" to the "aluminum age."

The crowds that gathered in front of this booth was eloquent tribute to the good judgment used in arranging the display.

In these modern competitive times the display must not only be interesting but must also be instructive, and the Wellworth people supplied both these requirements in an excellent manner.

LEVELIGHT LENS

Makes Driving Safe - Complies with the Law

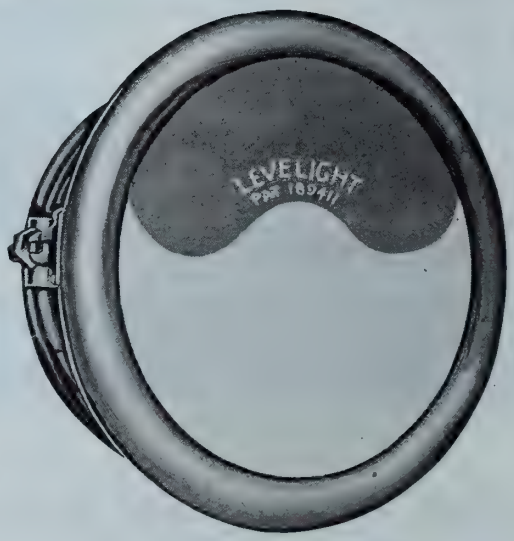
Long Headlight Range

Beam Below Required Height

Plenty of Light on Sides

$2.00 pair
All Sizes

DISTRIBUTORS:
Wood, Alexander & James
Wilkinson & Kompass
Alexander Hardware
HAMILTON
Bond Hardware Co.
GUELPH



Approved by Ontario Government

A Fitting Lens for Any Car

Eliminates All Glare

No Tilting Necessary

Smooth Surface Can't Catch Dirt

$2.00 pair
All Sizes

DISTRIBUTORS:
Vokes Hardware
TORONTO
James Cowan & Co.
Hobbs Hardware, Ltd.
LONDON

Patented and Manufactured by

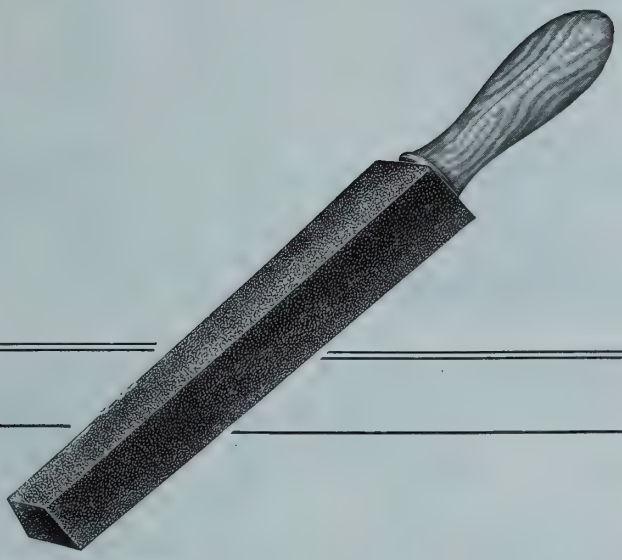
HAMILTON MIRROR PLATE CO., LIMITED
HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE



"Made In Canada"



Built on Experience

Hart Mower Files are the successful result of 34 years' experience in the manufacture of abrasives, a mower built on experience, and the leader of its class. Hart Mower Files, the farmer's friend, are 100 per cent. Canadian, manufactured by Canadians for the Canadian trade. You are assured of consumer confidence when you handle the Hart line of superior quality and service-giving Mower Files. We shall be pleased to send catalogues and descriptive matter about this profitable and salable line.

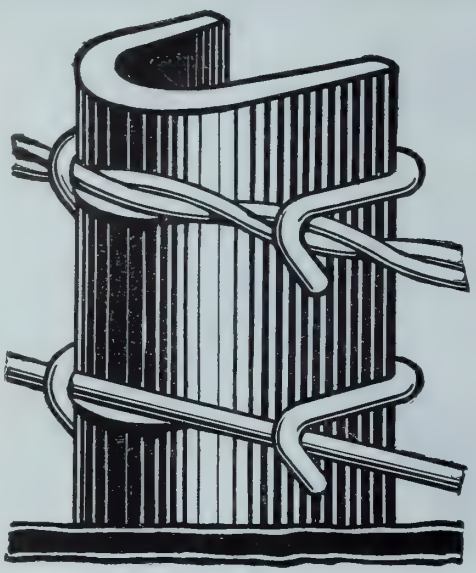
Ask Your Jobber

Canadian Hart Products Limited

Hamilton - Canada

If interested tear out this page and place with letters to be answered.

Why Farmers Buy "Burlington" Steel Fence Posts



Farmers are quick to see the advantages of "Burlington" Steel Fence Posts.

They are easily put in—no holes to dig or earth to fill in.

The wire is quickly attached with convenient clips.

They are so strong they will withstand any farm strain.

They provide a permanent straight fence and last indefinitely.

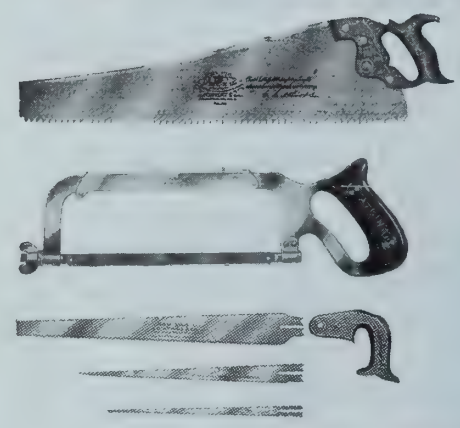
You can readily interest farmers in your locality in "Burlington" Posts. They are thinking about spring fencing now. "Burlington" advertising in the leading farm paper helps you make sales. Write for complete details.

Burlington Products Limited

305 Sherman Ave. N.

HAMILTON CANADA

ATKINS STERLING QUALITY SAWS



By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools

"The Finest on Earth"





Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. **Branch—Vancouver, B.C.**

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

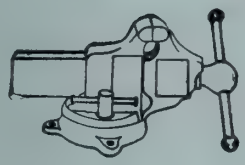
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



370





330



159







372

399

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue

TORONTO, CAN.

WE HELP YOU
build up a profitable Fence Business

"CANADIAN"
Fence

A heavy stiff stay fence.

"AMERICAN"
Fence

With the famous "Hinge Joint."

"AMERICAN"
Steel Fence Posts

Galvanized inside and out.
No staples or clips needed.

Poultry Fence
Lawn Fence
Gates
Coiled Wire
Barb Wire
and Staples

Write for Catalog, Prices and Agency for your district.

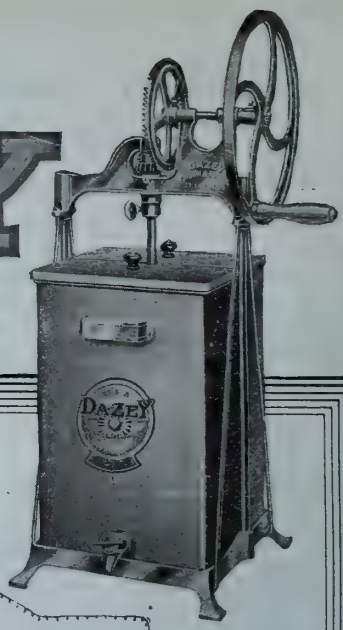
THE CANADIAN STEEL AND WIRE CO. LIMITED

HAMILTON, ONT. WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton.
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



If interested tear out this page and place with letters to be answered.

Changes in the Markets

Fewer Price Changes With Paint the Chief Feature This Week

PRICE changes in hardware commodities often seem to occur in waves or cycles. One week there will be quite a number of declines or advances, and then for a week or two there is a comparatively quiet period with few alterations. This week there are fewer changes to record, and as has been usual during the past few months they are mostly in a downward direction. Practically the only lines reported as advancing this week are English-made garden tools, shears and grass hooks. Despite the opening up for export trade again of the German markets and the competition from that source, with the low exchange value of the mark, there does not appear to be any signs of reduction in English cutlery prices, and shipments of Sheffield lines show little difference in quotations.

Canada Plate Available at Decline

Canada plate is becoming available again in better quantities, and at a lower price, and the shortage which was experienced last year should not be repeated this season. The condition in tin plates is not so favorable and prices are holding more firmly. It is believed that there will be a more favorable turn later on. The Welsh tin plate industry is stagnant and many of the mills there are closed down, and one of the reasons given is that present prices are below the cost of production.

Paint Prices Lowered Again

Prepared paint prices have been revised this week, and a reduction made in all lines of first grade house paints, and in floor and porch paints. Second grade paints show a smaller reduction. Paint manufacturers at recent meetings were reported as saying that present market conditions did not warrant any decline in prices at the present time, but later on decided that they would forget costs and bear their share in readjustment conditions.

The new quotations bring paint back to the price set at the beginning of October, 1918, and which were in force until the end of June, 1919. From that time until a twelvemonth ago the price of paint was advancing, and the new prices are approximately 23 per cent. lower than the high level price which was in force during the greater part of 1920.

GENERAL MARKETS

Continued from page 96

any time since the reaction in business set in last fall.

The recession in the activities of the Steel Corporation subsidiaries has been rather pronounced in the past week. The Carnegie Steel Co. has one less active blast furnace than a week ago, and while it has all of its ingot making capacity on except its Sharon, Pa., works, production is not over 90 per cent. of capacity, and finishing mills are not as fully engaged as they were recently. With new business on a very light scale as compared with completed tonnages, it is probable that before the end of the month total operations now averaging close to 90 per cent. will be below 80 per cent. The company at an early date will shut down its Columbus, Ohio, works, due to the lessened demand for sheet bars from the American Sheet & Tin Plate Co., which as far as sheets are concerned is not nearly so busy as it was recently. The American Steel & Wire Co. has experienced no improvement in business and its plant operations still are declining. The National Tube Co. is the one subsidiary organization which continues to run full.

The increases in independent steel company operations are only partly sustained, for new orders have not been coming forward in volume sufficient to offset those which have been completed.

The pig iron market reflects no increase in interest on the part of melters, although one large company in the week under review bought about 2,000 tons of foundry iron for early delivery.

BUSINESS MUST NOW HIT ON ALL FOUR

Continued from page 62

mosphere of these afternoon gatherings was very helpful. The booths, from the standpoint of arrangement and decoration, left nothing to be desired. No limit was put upon the effort expended by the various exhibitors to make their booths attractive and instructive, and many novel arrangements were to be found. Everyone was in good spirit and took a keen interest in examining the lines exhibited and in conversing with the various representatives in regard to business conditions in general. A list of the exhibitors is found elsewhere in this issue. In addition to these there were many manufacturers represented in person.

Introduce New Members

Prior to the commencement of the Tuesday evening session, President Wanless called for the introduction of any new additions to the membership. John Hanna, Walker Hardware, Belleville, Ont., and mayor of the city, was introduced by F. B. Smith, also of Belleville. Mr. Kingdon, of the Kingdon Hardware, Peterboro, was also introduced as a new member.

The business of this session consisted of the presentation of the report of the executive committee on the Permanent Secretaryship and the addresses of President Wanless and Secretary Macpherson on the duties and scope of the secretary's work, what the secretary owes the members and what the members owe the secretary. These reports appear elsewhere in this issue. In this connection brief mention was made of the price book service being planned. It was mentioned that the pages showing changes would be supplied weekly, that only the general lines of hardware could be covered in the initial volume and that other lines would be added from time to time. Mention was made of the price service extended by wholesalers in the United States for which a charge of $12 to $15 is made to customers.

At this point the question of the cost of the price book service and its relation to the regular membership fee was brought forward by M. Phillips, Toronto, whose idea it was that a straight fee of $15 should be charged, including the price book service, thereby making it compulsory for all members to take the service. President Wanless explained that the idea of the executive committee was to leave it optional with members as to whether or not they would take the price service.

No Increase in Fees for 1922

This discussion was followed by a motion by M. Phillips, Toronto, seconded by Mr. McGregor, Oakville, Ont., that the membership fee for 1922 be $10 instead of $5. F. B. Smith, Belleville, supported this motion, but it was defeated when put to a vote.

The nomination of officers was proceeded with and resulted in acclamations for those nominated. The officers elected are shown elsewhere.

The question was raised by M. Phillips as to why the name of Benjamin Moore & Co., Ltd., was mentioned in the convention program when a booth was not occupied. It was explained by President Wanless that this company upon being given the opportunity of taking a booth responded by forwarding the cost of a booth to the association secretary to help the association work, but declining the opportunity of arranging an exhibit.

An interesting feature of this session was the "Game of Cards" in which many questions of interest to hardware merchants were asked and answered. These questions and answers are reprinted in full elsewhere in this issue.

Coleman Lamp Co., Toronto

Mr. Coleman gave a brief talk on the advantage of merchants selling quality

Continued on page 140

Strategic Loss Essential

Continued from page 85

nace. Under his hand the iron is further fused, carbonized into steel, drawn out, forged, tempered, heat soaked and quenched in liquid of some nature to improve its tempering and finally ground and polished with great care and patience. When this work is done he shows the astonished blacksmith $1,000 worth of knife blades, where the latter only saw $10 worth of crude horseshoes.

In our present shop practice this man's remuneration would be based on count and quality.

Along comes another artisan and looking at the product of the cutler, he says: "Knife blades are all very well if you can make nothing better, but you haven't half brought out what is in that bar of iron." He can see higher and better uses. The third artisan has a more delicate touch, finer perception, higher ideals, better training and superior determination, which enable him to look still further into this rough bar—past the horseshoes and past the knife blades—and he turns this crude iron into the finest needles, with eyes cut with microscopic exactness. The production of the invisible points requires a more delicate process, a finer grade of skill than the cutler possessed. This feat is considered marvelous and the third artisan thinks he has exhausted all the possibilities of the iron because he has multiplied the value of the cutler's product many times.

This man's daily remuneration would undoubtedly be based on quality only.

Along comes still another skilled mechanic with a mind more finely organized and a still more delicate touch, more patience, more industrious and higher order of skill, together with better training, and he passes with ease by the horseshoes, the knife blades, and needles and returns the product of his bar of iron in fine hairsprings for watches. Where the others saw horseshoes, knife blades and needles only worth a few thousand dollars, his penetrating eye shows a product worth tens of thousands and following the process down still further we find the little barbed instruments used by dentists to draw out the finest branches of dental nerves being sold at a price worth hundreds of times as much per pound as gold itself.

The remuneration of this classification of man is fixed neither on weight, count nor quality. His type is so scarce and so much in demand that he commands the maximum wage with the minimum output.

By the application of this human energy, intelligence, skill, patience and scientific training, together with the use of modern plant equipment and machinery, our products of commerce are produced, and in some particular lines the price of pig iron per ton at the blast furnace practically has no meaning at all, because the one main thought, the one big factor that enters into the whole proposition, is the value of the human energy involved.

These are my reasons for advising you never to use the old stereotyped phrase—that pig iron is down.

Decline Comparisons

Comparing advances of average commodities between the years 1914 and 1920 we find the following comparative views. The United States has reduced these advances 66 2-3 per cent., England 40 per cent., France 25 per cent. and Canada 30 per cent.

Therefore, taking these other countries as a competitive basis, we must have a further average reduction of 10 per cent. to be on a par with Great Britain, or a further average reduction of 36 2-3 per cent. to be on the same footing as the United States.

Equal Contribution

When the manufacturer and the jobber and the retail man contribute to deliver goods to the consumer and having done their bit by contributing their surplus profit, and the ultimate consumer still maintains the attitude that the price is still too high, only one factor remains, namely, wages, and if wages will not contribute, then production ceases until it does. Wages must conform to the new basis of commodity prices, not because we want it so, but from the very nature of things.

When I use the word "normal" I do not by any means mean to convey pre-war prices, because I feel that we could be a happier and more prosperous community if wages received their better share of reward than in the old pre-war days, and I am inclined to think that wages will.

Retailers' Attitude

Recently the Financial Post sent out a questionnaire to the bank managers from coast to coast on which were six questions, and one of the most important questions included was: "Is the retailer reducing prices as far as conditions warrant?" Two hundred and sixty-eight centres reported that retailers were NOT making price reductions warranted by conditions; thirty centers reported doubtful replies, and two hundred and fifteen reported Yes. The genuineness of sales being held in many places was seriously questioned by the bank managers, who pointed out that the retail trade does NOT feel disposed to take its losses.

Dull Seasons

Dull seasons call for economies and it is always good business practice to keep your assets liquid. Cash on hand is more useful than shelves full of stagnant stock bought at prices the public will not meet. Ready money makes it possible to purchase new fresh goods at present values and puts the merchant on an up-to-date selling basis. It is sometimes better strategy in taking a loss than by sitting tight and playing a waiting game. A strategic loss nowadays seems to be essential to a most effective offensive. The manufacturers and jobbers have taken theirs—WHY NOT YOU?

Business Prospects

The hardware business depends considerably upon building activity. MacLean's reports predict that millions will be spent in Ontario during the year 1921. The long delayed building program must start soon. The natural increase in population, not counting immigration, is 3½ per cent. Take Ontario's population, the last estimate of three million, and with a natural increase of 3½ per cent., and carry this down to a further basis of four members to a family, Ontario should have, with a five-year delayed program, 125,000 new houses at once to supply the present normal demand. Aside from that we must replace the housing and other building shortage caused by our national bonfire, as statistics show that for 1920 twenty-eight million dollars worth of buildings were damaged or destroyed by fire.

All elements in our national make-up seem to be willing to go down the bump-the-bumps but labor, and it seems to prefer to simply look on as a bystander and watch the sport.

We are all anxious to get back to normal, but can we do so until every factor contributes, and normal wages and profits are resumed?

Nobody knows whether prices are going down to pre-war levels or not. It does not now seem probable that they will in view of the difficulty of deflating wages; but one man's guess is as good as another, so all we can do is "hope." Not the hope that sits idly and waits in uncertainty but the hope that works and makes dreams come true. Normal times will return when the minds of men become normal.

In the meantime let us adopt that new Canadian slogan—"Let us throw the hooks into our jobs instead of into each other."

The various processes in the production of iron from the ore, showing the relation of labor, were described as follows:

First—Steam shovel from mines and tools or burden.

Second—Railroad to upper lake port and burden ore.

Third—Dock organization—loading into boats—burden.

Fourth—Lake transportation—burden.

Fifth—Unloading at Lake Erie port—burden.

Sixth—Railway transportation to furnace—burden.

Seventh—Blasting ore into pig—burden.

Eighth—Rolling mill—pig iron into bars—burden.

Ninth—Manufacturing bars into tools, etc.

Note—It takes four tons of iron ore besides limestone and coke to make one ton of steel. Three tons ore plus all its burden are waste.

Selling Service Instead of So Much Paint

Many Other Things for the Paint Salesman to Sell—Timely Use Of Paints and Varnish During 1921 Will Prevent Much Deterioration—Better to Save the Surface Than the Pieces

Written exclusively for Hardware and Metal by Frederick Arnold Farrar

THERE are many things for the store salesman in the paint department to sell besides paint, that is, so much goods in the can. The real thing he should be selling is service, and he will make sales just in proportion, not only to the service the goods render but the service he, as a paint salesman, is able to supply.

There are no end of good arguments in the way of painting now, for wealth depends quite as much upon conservation as on production. The timely use of paint and varnish during 1921 will prevent an enormous waste of property due to deterioration. Postponed painting is false economy—just tell this to your trade.



In the long run it costs more not to paint than to paint. Don't forget that when you "Save the Surface You Save All," and it is better to save that surface than to save the pieces—and tell your customers that every time they save a surface they help to reduce the cost of living.

Economy Is Spending Judiciously

Tell them that economy is not so much a matter of going without as in spending what you have judiciously. Of course, to this the keynote is proper planning—the average home owner knows what has to be done to his property to keep it in running order, and certain repairs and replacements are inevitable, for which provision must be made in the household accounts. If the cost of protecting surfaces is figured against the cost of replacement, they will all give paint and varnish a place in the 1921 household budget.

Here are some good suggestions for planning late winter painting and varnishing:—

The woodwork.
The walls.
The floors.
The dresser.
The closet shelves.
The fireplace and mantlepieces.
The fruit closet or the hanging shelves in the basement.
The linen chest.
The inside steps.
The medicine cabinet and bathroom accessories.
The built-in flour or sugar bins.
The bench which holds the laundry tubs.
The easily moved pieces of furniture.
The outdoor furniture which is stored for summer use.

All these are but a few of the possibilities.

Painting the Walls

There is also a great advantage in painting walls. The plain painted wall is growing in popularity, the ornately papered rooms are going out of vogue. There are many paints which can be washed, and the keeping of light paint clean and fresh looking is generally only a matter of soap and water, or some good prepared cleaner. It is a truly economical state of affairs when a whole room can be freshened and brightened by the housewife herself.

We are just giving you a lot of points which you can pass on to the buyer, points which will help you in your selling talk to influence a sale.

The choice of color for walls should be made in relation to the finish of the floor, the size and location of the doors and lighting facilities, not forgetting the draperies and rugs—so when a woman comes in to buy paint, ask a few of these questions. It will evidence interest in her individual case and inspire friendship.

Color Combinations

The room which has plenty of sunlight can stand a darker wall than one of northern exposure. A too light wall in a sunny room will be glaring, no matter how well the floor and woodwork are finished. The colors of neutral browns, grays, greens or even blue without a lustre are the most appropriate for a sunny room.

A small room will look larger if the walls are of a neutral gray and painted with a rather flat finish. On the other hand, halls, dark passages and rooms which get little or no sunlight can best make use of what light they receive by reflecting it in light colors, while buff, or salmon, light tans, or even a warm pink glare with a high lustre.

There is a great market for paints at this season of

Continued on page 136

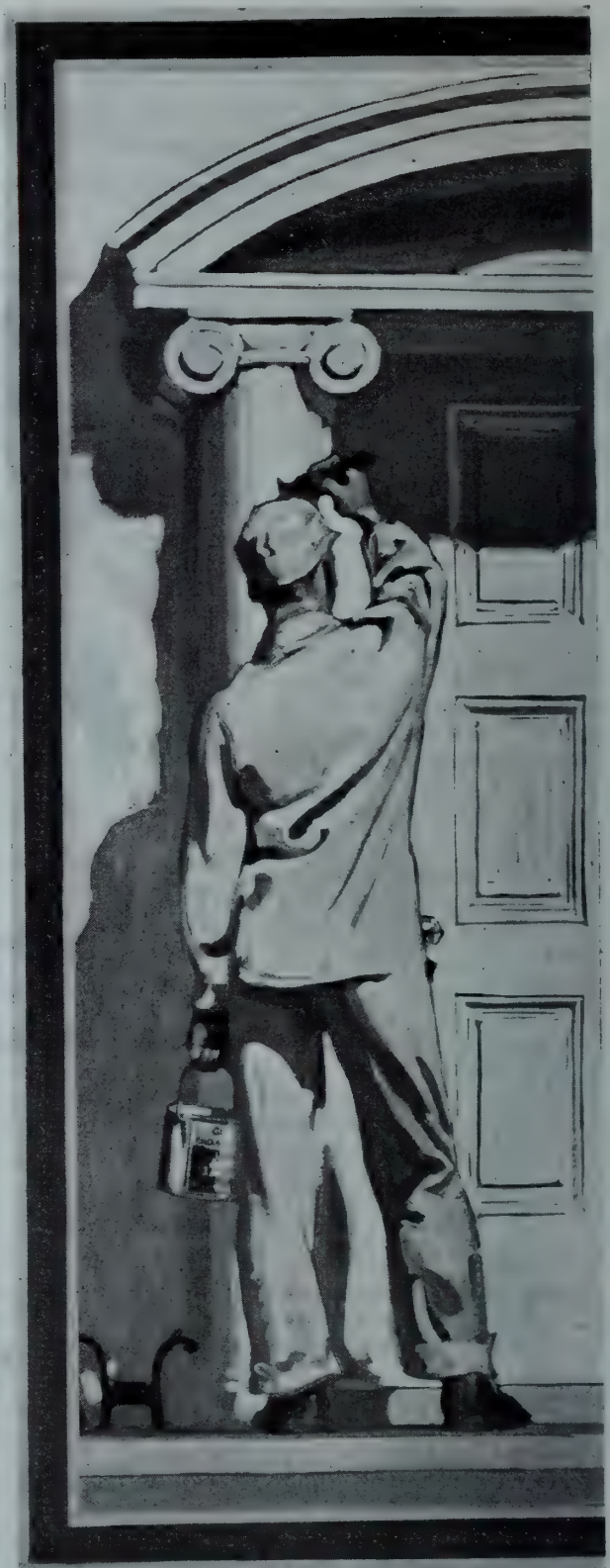
Everywhere on Everything

— *for big jobs and little ones*

How about your stock of house paints? Why not examine it to-day? Spring is rapidly approaching and with it the usual rush for exterior paints. The dealer who is prepared to take care of this demand with a *paint of known value*—Glidden Endurance Paint—is the dealer who will reap the profits.

The name Glidden is assurance of the highest type of paint quality. It is assurance of continuous demand and frequent turnover. It is a guarantee of prompt delivery, satisfactory service and a steady stream of profit. This name can be made a very real asset to you. It adds prestige to your business and brings customers to your store. To be known as the Glidden dealer gives you reputation of increasing value each year.

Write to-day for the Glidden proposition. Now is the time to stock up for the spring rush.



THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.



GLIDDEN

EVERYWHERE ON EVERYTHING

If interested tear out this page and place with letters to be answered.

Urges Buying Canadian Goods

T. S. Simms & Co., Brush Manufacturers, Address Letter to the Staff re Purchases of Foreign Goods

ST. JOHN, N.B.—T. S. Simms & Co., Ltd., of St. John, N.B., are showing to their employees by way of a circular letter the importance of buying Canadian made goods whenever possible. Excerpts from this letter are as follows:

Dear Fellow Workers:

As I have had the opportunity of comparing notes with many other manufacturers in the past few weeks, I have been impressed with the fact that Providence has favored our industry in a very marked way above the many, in carrying us through this winter with sufficient orders to keep everybody busy on full time.

As you probably know, many plants have been down for a long period and are still down and many others are running on decidedly short time. In the face of these facts, some figures that have just come to my attention have startling significance and as there seems to be such a good opportunity for each one of us to not only make a contribution to insuring, in so far as possible, continued steady employment in our own industries, I will briefly place the facts before you in an appeal for co-operation on the part of each.

For the year ending 1920, we Canadians imported goods valued at $1,345,582,300 as against $920,082,927 for the previous year, an increase of $425,499,373.

On much of these imports Canadians paid exchange reaching as high as 17¼ per cent. We are paying heavy exchange in spite of the fact that thousands of Canadian workers, who are willing and able to produce the most of these imports, are out of employment, because Canadian factories are running part time or closing down because they lack orders for goods. The unemployed men and women in many, many places and their families are being supported at public expense, involving additional burden to taxpayers.

There is no doubt that if Canadians united in a resolve to buy Canadian-made goods as far as possible instead of imported goods, most of the problems of trade depression and unemployment would be quickly solved.

Will you not do what you can individually both in regard to your purchase and by talking to everyone that you can influence, to not only protect yourself, but to help the other fellow by making sure, wherever possible, that goods made in Canada are given the preference over goods brought in from foreign countries?

Sincerely yours,
L. W. Simms, President.

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75 PER CENT. OF NATIONAL ASSETS

Continued from page 75

Making Buyers of People Who Need Paint

It is a fact that this big market for paint exists, but how are we going to make buyers out of the people who need paint, when most of them do not realize their need. A man will break the lock of his door, smash a pane of glass, put out of commission one of the tools of his trade. He knows all these things have happened because they have happened suddenly and he sees them and realizes that they have to be replaced. He does not notice that the paint is wearing off his house until the bare wood begins to show. Even then, he often puts off painting and is only faced with the necessity of doing so when he discovers that decay of the structure has started.

Save the Surface advertisements are placing these facts before him, and the hardware dealer can drive home the lesson by constant reminder and by every other method of co-operation with the Save the Surface campaign.

The retail dealer is the actual outpost of industry, the ultimate salesman to the buying public. If he prospers the manufacturer prospers. If he fails to sell what the manufacturer makes and his shelves become overburdened with goods, the wheels of our factories close down, men are laid off, and trade becomes dull.

Three Classes of Retailers

We may divide the retail dealers into three classes:

1st.—Those who have initiative and are eager to seize every opportunity to increase their business, using every new idea and every bit of advertising sent them. Their clerks are happy and contented, and the work is done to the merry ringing of the bell of the cash register.

2nd.—Those who lack initiative, but are willing to learn and profit by the experience of others, ultimately becoming as successful as his more favored brother.

3rd.—Those who are in a rut, caring little of the activities of the world beyond the confines of their own township and content with the pittance which provides their daily bread. Thank heavens these are in the minority.

We expect the most from the first and second class, but even the third class we hope in time to have firm believers in the Save the Surface campaign.

Very few hardware dealers are cultivating the trade on their territories. They remain in the store trifling with details that the clerk could attend to, allowing business to develop itself if so inclined.

The Importance of Suggestion

Every morning and night on the way to and from work scores of houses in need of paint and in need of a dozen things for sale at the store, are passed by again and again. Your circle of acquaintance is large, and many householders are known personally to you. There are daily talks about the weather, about the crops, about politics, but how often do you remark casually to a friend:

"I have a new washing machine so easy to operate, and which does its work so well that washing has ceased to be drudgery. Drop around and see them, send one to friend Wife, and give her a surprise" or

"Your house is falling to pieces for lack of a coat of paint. That's bad business. Let decay once start and you soon lose the whole building. Paint will save a lot of money in the long run. I've got the best line of paints in town. Let me send up a man to give you an estimate."

I have known a paint salesman to go into a town, appoint an agent for his line of paint, then canvass that town on behalf of the agent for a week, and sell more paint than the agent ever sold before in six months. Yet the canvasser who produced those sales was not better as a salesman than the dealer himself, and in many instances not as good a salesman as one of the dealer's clerks.

Thus a dealer, who now spends half of his time in the store selling $15 to $25 worth of smaller priced articles, could go out in the country, call on two or three farmers, and sell two or three bills of goods amounting to from $10 to $20 each; yet his store will do just as much business that same half-day as though he were behind the counter himself.

The larger profit which can thus be made is obvious, for if the percentage of profit on dishpans, saws or cutlery is the same as on paints and varnish, the actual turnover from the sale of the latter is so much larger than from the sale of the cheaper articles that the profit is proportionately greater.

Need Every Stimulant

Now, more than at any other time in the history of Canada, everything should be done to stimulate business and the retail hardware dealer will be making a big step in the right direction by going out after every bit of paint business in his territory. The Save the Surface advertisements are paving the way. The papers covering Ontario, in which they will appear have a circulation which is equal in one year to three times its population.

Take advantage of the campaign; make your paint department a Save the Surface department. The manufacturer

Continued on page 136

BOECKH'S
Rubber Set Kalsomine Brushes

The bristles can't come out.



Every Brush Guaranteed.

This is the season to be well prepared for the requirements of brush buyers who are cleaning and tinting their walls after the winter season.

Radiators, stoves and furnaces make smut and stain. You know the buying habits of your customers; this is the time they freshen walls with some one of the many efficient wall tints now on the market.

Boeckh's Rubber Set Kalsomine Brushes fill the bill exactly. They are made of the best selected bristles, non-corrosive ferrules, and well-designed, comfortable handles.

The service from this superior brush is up to the well-known high standard of Boeckh service—the kind that brings back customers, with their friends, for more purchases.

Boeckh's service to the merchant is equally well known; prompt attention, quick shipments and every co-operation.

Have you one of the handsome Boeckh display cards? It's yours for the asking.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

Place Your Order Now!

Roseate Dawn of Spring Painting Campaign

From The American Paint Journal, St. Louis.

THE statement that unemployment in Canada is stimulating the sale of paint, especially the "household" sizes and varieties, is made by "Hardware and Metal," Toronto, with the comment that "every cloud has a silver lining."

Similar reports are coming from various sections of the United States, especially the East. "Booster Ballou," the well-known retailer in Worcester, Mass., says that unemployment or short-time employment in the industrial plants in that vicinity is giving the man of the house the opportunity to do "odd jobs of painting" that have been neglected for several years, and he cites one skilled mechanic in a factory there who owns nine three-flat houses that he is painting himself, three days per week, while the factory is running three days per week.

An Indiana case is reported of a factory neighborhood where the plant owners shut down and proceeded to repair and repaint the factories and warehouses, which example was followed by the employees in cleaning up and painting up their homes.

In the meantime, the cost of painters' labor and of master painters' supervision, as of painting materials, is declining perceptibly; and as the public begins to learn that skilled labor is not only generally available again, but that war prices for good painters and good paint are now passe, the paint man's skies are taking on a roseate hue.

CO-OPERATION SOLVES RETAIL PROBLEMS

Continued from page 72

I am going to talk for a few minutes about co-operation because I believe in it and I believe it is the most essential condition with which to combat possible losses through falling prices.

Our business interests are now more bound up in each other than ever before. Co-operation among hardware men in every district is now more necessary than ever.

United Effort Needed

The conviction prevails in many trade circles that the association idea for an industry or a business is now more necessary than ever before. Present market conditions, financial tendencies, trade problems and other features require more united effort and co-operative discussion than ever before.

Automobile dealers, retail merchant associations, hardware retailers and representatives of other industries find occasion now to discuss developments more than ever before. Two heads are admittedly better than one.

Report of Dealers' Conventions Across the Line

Co-operation was the keynote of every convention session. Jobbers and manufacturers vied with each other in boosting the things that make for better hardware distribution. Throughout the sessions the interest of the retail hardware dealer was constantly given consideration. No more constructive meetings were ever held under hardware auspices.

Progress by Co-operation spells success if we will but take care of the reduction in prices together. We have come through a long siege of rising prices and have wondered when the thing would end. You will add admit the peak has been reached, we are over the top and prices are now on the down grade. Some of us may have large stocks which were bought at top prices, another dealer in your town may be just getting in these same lines and be able to sell at a much lower price. **I believe in co-operation here.** On the other hand you may be low or just out of some line and new goods arriving. Consult the other fellows' stock before you lower your price. This sort of co-operation will save the present dangerous looking situation.

I hear some of you say at once, this cannot be done. I am not on good terms with the other hardware man in my town. I never go into his store and he never comes into mine. The rankest kind of opposition exists at some points. Gentlemen who are so situated I am sorry for you and I am glad I am in business in Belleville where any other dealer feels quite welcome in my store and I as welcome in his.

I have here a clipping from our local paper which reads:

NOTICE

"We, the undersigned merchants, have decided to discontinue long credits and will conduct business after January 1st, 1921, on a thirty (30) day basis. All accounts are due the 15th of the month following purchase. Special arrangements made for building and contract work:

"Walker Hardware Co.
"C. M. Hall.
"The Stafford Hardware Co.
"Smith Hardware.
"Diamond & Hyde.
"The Jno. Lewis Co., Ltd.
"Howe & Hagerman.
"Garn. E. Dobbs.
"J. H. DeMarsh."

And is signed by all hardware and store dealers including plumbers.

This I believe is the type of co-operation which should prevail among hardware men and there are many localities where it does exist.

We meet here for mutual benefit and should be willing to carry the same feeling home with us, having in view the working out of some scheme which will improve conditions at present unfavorable.

PAINT PRICES AGAIN REDUCED

Prices on prepared paint have been further reduced this week. First quality paints have declined 60 cents per gallon on whites and 70 cts. per gallon on colors. Porch paints are reduced 70 cents per gallon. Inside floor paints are reduced 25 cents. Second quality paints are reduced 50 cents per gallon on white and colored. See details on page 138.

URGES BUYING CANADIAN GOODS

Continued from page 134

from whom you buy your paint will furnish you with everything necessary.

Use the slogan on your letterheads, billheads, envelopes, circulars and all printed matter.

Ask that your painters be furnished with booklets "Making more money in the painting business."

Be the first in your town to paint the slogan on your truck or delivery rig.

Clip the advertisements from the papers, paste them on cardboard and place them in prominent positions in your store.

When the new window trim is sent you put it up. If you can use more send for them.

Co-operative Advertising

Have local co-operative advertising. Get together with your fellow hardwaremen and run a series of ads on a co-operative plan in your local paper with all your names on them. Electros will be supplied free.

Remember the campaign is yours. Make the fullest possible use of it in the ways suggested or in ways of your own. You may count on the co-operation of campaign headquarters, and of the firm from whom you buy your supplies.

With everybody helping, pulling in the shafts and pushing at the wheel the old chariot of 1921 will deliver more paint to beautify more homes and save more surfaces to save all, than the cheeriest optimist ever dreamed possible.

SELLING SERVICE INSTEAD OF SO MUCH PAINT

Continued from page 131

the year if the public is properly approached. Use some of the above argumetns in arranging your local newspaper copy, and just remember that the paint department can be made the most profitable of any in the average hardware store.

New Twine Factory

Walkerton, Ont.—The Sterling Twine Company, Limited, a new industry at Walkerton, Ontario, is expected to be in operation some time this month. Their plant is a one-story brick building 45 x 200 feet with brick warehouse 50 x 100 feet and an addition thereto 20 x 70 feet. Part of the machinery has been installed. The class of goods to be manufactured consists of all kinds of commercial twines of various sizes, grades and qualities from shoe thread to clothesline.

CANADAS BUILDING RECORD

Construction contracts awarded in Canada for the month of January total $8,947,500. This is an increase of $201,000 over December, 1920, and of this amount $2,643,000 constitutes the amount of the awards for Ontario.

Solignum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

IT is said the world receives most of its impressions through the eyes. There is great truth in this, and that is the reason why the label of Berry Brothers instinctively conveys the impression of the utmost value in Varnishes, Enamels and Stains.

"Berry" products have been demonstrating their high quality since 1858, and that is why the label is an efficient salesman.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax. N.S.
Fife Hardware Company, Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Co.e, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

280

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, February 17th.—The outstanding feature of the paint market this week is the reduction in ready mixed paints, this decline affecting first and second quality paints, including porch and inside floor paint.

Turpentine is also easier and quotations are 5 cents less. The glass market continues very unsettled and the new Montreal list does not seem to offer a settling effect. Linseed oil is reported a little firmer, and white lead, putty and shellac remain at former prices.

Mixed Paints Reduced

Montreal.

Reductions are announced this week on the different brands of ready mixed paints. The greatest reduction is on colors and porch floor paint of first quality, these now being quoted 70 cents lower. Whites of first quality show a decline of 60 cents a gallon, while inside floor paint is 25 cents less. On second quality paint both white and colors are reduced 50 cents per gallon. Whether these new lower prices will act as a stimulant to the spring demand seems doubtful. Manufacturers are of the opinion that buying will still be curtailed until later in the spring months.

Linseed Oil Firmer

Montreal.

A firmer tone is reported this week on linseed oil. The flax seed market has stiffened and higher prices are now quoted. Crushers state that if the price advances to any great extent on seed the outside markets will be looked to, as a small advance over present prices will make the South American market favorable to buy from. In some quarters linseed oil is quoted at five cents higher than previous prices; however, this only applies to some jobbers, others are quoting with no change, and following are the ruling prices:

1 to 2 barrels	0 99	1 01½
5 to 10 barrels	0 92	0 94½

Turpentine Easier

Montreal.

That turpentine is unsettled is reporting it very mildly, as different quotations are given from almost every dealer and jobber. However, local importers quote 5 cents lower than last week, with no notice of the outside conditions. Present prices are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 20
2 to 4 barrel lots	1 17
Broken lots	1 21

Shellac Quiet; No Change

Montreal.

Following the very unsettled state of the shellac market prices remain at the low levels quoted last week. Very few sales are being made on shellac at the present time, the lower prices apparently not stimulating trade to any degree. Following are the quotations:

Orange shellac, in barrels, $4.50; in one gal. jugs, $4.75; white, in barrels, or 5 gal. jugs, $5; in one gal. jugs, $5.25.

Putty Unchanged

Montreal.

Prices on putty remain unchanged and with very little business offering. This, however, is considered only seasonable. It is probable that present prices will not change for some time yet, at least until the spring demand has its effect on present stocks. Quotations are as follows:

Standard Putty—	5 tons	1 ton	Less ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
3 and 5 lb. tins	9 60	9 85	10 20
1 and 2 lb. tins	10 75	11 00	11 35

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

White Lead Remains Firm

Montreal.

This product remains at prices given some time ago. It was stated at that time that prices would likely remain steady as stocks were heavy in the hands of corroders. The demand has shown a slight improvement of late, but stocks are still heavy and the spring demand is eagerly looked to. Quotations may be found on current market pages.

Glass Situation Unchanged

Montreal.

The window glass market is still very unsettled, with very little improvement in the sales. Quotations remain at a third off the new Montreal glass list, but even these new prices have not the settling effect that was expected. Whether lower prices will be given is uncertain and may depend on the condition of the Belgian market. This source seems the favorable market, and is improving from week to week. Present quotations and new list will be found on current market pages.

Toronto

TORONTO, Feb. 17.—The chief point of interest in the paint market this week is naturally the new price on ready mixed paints. When the last change in paint prices was made about eleven weeks since, it was stated that those prices were guaranteed until July 1, but manufacturers have realized that costs must be forgotten and they have to bear their share in the readjustments of prices. The following are the reductions: Sixty cents on white and 70 cents on colors in first grade paints, porch paints 70 cents, inside floor paint 25 cents. Second quality paints 50 cents in white and colors. No other changes have been made, and varnishes are unchanged. White lead in oil is also left untouched. Other paint commodities are holding unchanged. Shellacs are a little lower again and turpentine has been reduced 5 cents this week. Linseed oil is held unchanged and the market is a trifle firmer in this product. The glass market is still unsettled, but with exchange getting firmer and the market strengthening present prices are regarded by many as extremely low, and it is thought that spring prices may show higher levels. Booked orders in paints are moving out and though smaller than last year in many cases are regarded as satisfactory under the conditions.

Prepared Paints Reduced

Toronto.

New lower prices are announced on prepared paints this week. On first quality paints the decline amounts to 60 cents per gallon on whites and 70 cents on colors. Porch paints are 70 cents per gallon lower. Inside floor paints have been reduced 25 cents, although it is possible that this amount may be changed again. On second quality paints the reduction amounts to 50 cents per gallon on white and colored.

It is stated that retailers who have taken delivery of spring bookings will receive credit notes based on the difference between the invoiced price and the new price, but no further guarantee will be given covering future prices. While it was felt by the manufacturers that conditions did not warrant a decline it has been decided that they will bear their share in reconstruction losses, and they believe that the paint trade have done all possible to meet customers and public

SIGN OF MERIT
BEST B&M Co MADE

"Save the surface and you save all" Paint & Varnish

Roof and Barn Paint



The Farmer as a Paint User

Farmers have a need for Moore's Roof and Barn Paint in the protection of their barns, stables and sheds. Farmers are constantly using paint around and about the farm and are good prospects for Moore's Quality-Made Barn Paint. It is a very elastic and durable paint, works easy, covers well, retains its color, will not peel or blister, and is waterproof. Is composed largely of oxides ground finely and thoroughly incorporated with our processed oil. It is especially adapted for Barns, Stables, Sheds, Fences, Bridges, Roofs; in short, it is a preservative for all wood and structural iron work.

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.

interests, and they confidently expect liberal support on the new price basis.

A good many spring orders have been shipped out and though they are usually smaller than last year, it is believed that last year was an exceptional one and the difficulty in obtaining what they ordered was responsible for many retailers ordering in excess of their requirements.

Shellacs Go Lower

Toronto.

Some lower quotations continue to be made on shellacs, and from $4.25 to $4.50 is quoted on orange in barrels, and $5.05 to $5.50 in gallon jugs. Quotations on white shellac are $4.80 to $5 in barrels, and $5.55 to $6 in gallon jugs.

White Lead Unchanged

Toronto.

No change has been made in prices of white lead in oil, and present quotations seem likely to hold at time of writing. Sales are reported to be slightly improved, but orders received for spring are usually smaller than ordinarily the case at this time of the year. This may mean that merchants are expecting further declines in prices, or that they are endeavoring to do business on a smaller stock. Prices are as per current market pages.

Putty Prices Hold

Toronto.

No changes have been made in putty prices and sales show a very slight improvement. Quotations are unchanged as follows.

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Turpentine Dow Five Cents

Toronto.

The turpentine market in the last few days has been in an unsettled state, and in the opinion of large dealers a good deal of it is due to statements which have appeared in the daily press in which reports of declines in turpentine on Southern markets have appeared. These reports are stated by wholesalers of this product to be erroneous and entirely misleading. What has occurred is that there has been no regular market in turpentine for the past two months, and now that a lower quotation is made the impression has been created that the bottom has dropped out of the market. In comparing prices in effect on Savannah markets with those here it is sometimes overlooked that U. S. quotations are in wine measure, which is about one-fifth of the Imperial measure in force here, and also the difference in exchange, to say nothing of other costs, such as freight, etc. Taking these points into consideration it is stated that local prices compare favorably with those of Southern markets. Quotations are five cents lower this week and are as follows:—

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 10
2 to 4 barrel lots	1 07
5 gal. lots	1 25

Linseed Oil Unchanged

Toronto.

No change has been made this week in linseed oil prices, and while there has been a better demand business is still light. It is believed that the next few weeks will show an increase in sales. The seed market is showing more firmness than it has done for some time and though there may be a possibility of cheaper oil further on in the season the crushers are of the opinion that present prices are very low, taking into consideration present freight rates, labor, etc., and other costs. Following are present quotations:

	Raw.	Boiled.
1 to 2 barrels gal.	1 00	1 03
3 to 5 barrels, gal.	0 99	1 02
6 to 9 barrels, gal.	0 97	1 00

Less quantities add 15 cents per gallon.

Glass Still Unsettled

Toronto.

The window glass market remains very unsettled and is stated to be disorganized. Quotations are nominally unchanged from last week, and are 60 per cent. off old list for small quantities, with an extra 10 per cent. for large quantities, but some wholesalers are selling at a net list of their own. The Belgian market is reported to be firmer and with an improvement in the exchange value of the franc it is likely that prices during the coming spring may be higher, but while it is impossible to foresee what direction glass prices will take this coming season, many are of the opinion that they will be no lower than they are at the present time.

BUSINESS MUST NOW HIT ON ALL FOUR

Continued from page 129

goods in which they have utmost confidence. This was followed by the showing of the industrial film by the Plymouth Cordage Co. as described elsewhere.

Col. Robert Starke Absent

Wednesday morning session was devoted to the hearing of brief addresses from retailers, wholesalers and manufacturers on various phases of the business outlook. George Spence, general sales manager of the Steel Company of Canada, dealt with the iron and steel outlook, in the absence of Robert Hobson, president of that company, who was called to a meeting in New York. Regrets were read from John M. Taylor, president of Taylor-Forbes Company, that an indisposition prevented his attendance. Colonel Robert Starke, president the Canadian Wholesale Hardware Association, was also absent for the same reason and in his absence Herb Seybold, of Starke, Seybold Company, Montreal, read the address prepared by Colonel Starke.

Addresses were given by B. J. McCormick, general sales manager Canada Foundries and Forgings Company, Welland; Col. A. M. Hatch, Canada Steel Goods Company, Hamilton; S. H. Alexander, Wood, Alexander & James, Hamilton; W. J. Lortie, Toronto manager Dominion Linseed Oil Company; John Irwin, McArthur, Irwin Company, Montreal; Nelson Mills, Mills Hardware Company, Hamilton; George E. May, Toronto; F. B. Smith, Belleville, Ont.; A. J. Wright, Hamilton; James Hardy, secretary Canadian Wholesale Hardware Association. These addresses will be found elsewhere in this issue.

Wednesday afternoon was spent at the exhibits in the Armories, followed by a complimentary banquet tendered by Wood, Alexander & James, Hamilton, at the Royal Connaught Hotel.

Many important subjects were discussed at the Thursday session, including addresses on the chain store proposition by F. A. Maycumber, sales manager Winchester Repeating Arms Company, New Haven, Conn., and Wm. Hargreaves, manager Drug Trading Company, Toronto. An advertising talk was given in the evening and an open discussion on points brought up through the question box was also heard. Mutual insurance was also discussed at the convention, addresses being given by Norman S. Jones, manager Northwest Mutual Fire Association, and F. A. Martin, provincial manager the Hardware and Implement Dealers' Mutual Insurance Company.

A luncheon was tendered the delegates at Thursday noon at the Royal Connaught Hotel by the manufacturers of Hamilton, at which several brief addresses were delivered and an enjoyable social hour held.

A visit to a number of local plants of manufacturers was paid by the delegates on Friday morning, a fitting conclusion to an interesting and instructive convention.

IRON AND STEEL OUTLOOK

Continued from page 70

than the governmental price. Some independents admit they cannot make and sell bars at $2.35 Pittsburgh and make a profit and some are taking business at less.

In the case of wire products, the prices are very low. Wire nails have been selling at $3.25 base, notwithstanding makers state they cannot make any money at that price and when you consider a keg alone costing 35 cents, leaving $2.90 for making the nails, drawing the wide, etc., as compared with bars at $2.35, you can readily understand business, so far as manufacturers is concerned, is down to a close bargain if there is any.

Most of us have seen times of depression before and following, as it does in this case, a time of great activity, we are perhaps able to stand a temporary lull better than before. The resources of our country are too great and institutions too sound to permit of anything like disaster. What we have to accept is the probability of profit during this year will be smaller and a better condition of trade gradually improving as 1921 goes on its way.



"This Is the Store I Work in Twenty-four-hours-a-day"

—Winthrop Wise

Selling helps that really sell—cut-outs, signs and big, smashing window displays including Winthrop Wise, the twenty-four-hour-a-day salesman. That's only part of the closely-dovetailed proposition back of the agency for

Kyanize

KY-AN-IZE

VARNISHES *and* ENAMELS

New fast-selling quality products like *Kyanize* Floor Enamel, the *new* coating for *old* floors and Porch and Piazza floors and steps—*Kyanize* Celoid Finish, the really washable and sanitary coating for all walls and woodwork, a handsome, durable product in eight tints and white. These new profit-winners are backed by strong individual advertising features as well as the powerful magazine campaign.

Up-to-the-Minute Dealers! Write Us To-day—

The *Kyanize* Exclusive Agency carries with it the most progressive advertising features ever devised. It's more powerful than ever this year. Only *one* dealer in each locality gets it. You should be the man, if there is now no Agent in your town—Write us—NOW—To-day.

BOSTON VARNISH COMPANY

Everett Station 49 Boston, Mass., U.S.A.

CANADIAN WHOLESALE DISTRIBUTORS

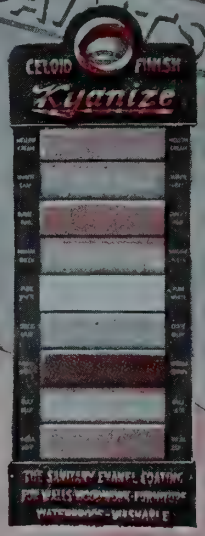
J. H. Ashdown Hardware Company, Limited, Winnipeg Edmonton Calgary Saskatoon

Bogardus, Wickens, Limited, Vancouver, B.C.

Robertson, Foster & Smith, Limited, St. John, N.B.

Sturgeons, Limited, Toronto, Ont.

Townsend Paint Manufacturing Company, Montreal, P.Q.





Kyanize

KY-A-NIZE

No. 3

This Advertisement appears in Hardware Age—American Paint and Oil Dealer and other influential Hardware and Paint Trade Journals.



If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs. ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	13-16	$12.00
4-16	5.00	10-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 17½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 25%
Irwin Car Bits, add 20%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	3/8 Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10. Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15 per cent.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, net list.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 5%.

Machine Bolts, 7-16 in. dia. and larger, 5 per cent.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 20 per cent.

Square Head Blank Bolts, 5%.

Bolt Ends, 5 per cent.

Plow Bolts, 1, 2, 3 head, 15%.

Plow Bolts, others, net extra, 20%.

Elevator Bolts, large head, net list.

Elevator Bolts, corrugated heads, 30 per cent.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Tire Bolts, 40 per cent.

Stove Bolts, 57½ per cent.

Nuts, 2 in., and smaller, square blank, add to list, $2.00.

Nuts, 2 in., and smaller, square tapped, add to list, $2.50.

Nuts, 2 in. and smaller, hexagon—blank, add to list, $2.25.

Nuts, 2 in. and smaller, hexagon—tapped, add to list, $2.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump Crystal Borax, lb. 11c-12c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1. $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben $ 4 00
Good Morning, each 1 90
Lookout 2 35
Sleepmeter 2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINES REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 inch	$24 00	$
¼ inch	21 70	
5-16 inch	18 20	19 40
⅜ inch	13 85	16 55
7-16 inch	13 50	16 15
½ inch	13 15	15 75
⅝ inch	12 60	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
⅛ in.	$22 30	$
3-16 in.	18 65	24 25
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list. plus 25%; dog chains, add 20%; halter chains, add 20%; tie-out out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

Casting ingot, see weekly report.	Mont. Base	Toronto Base
Rods, ½ to 2 in.	0 32	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 38	
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 48
Tubing, lb.	0 49	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs. ,52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
2 ft. x 7. doz. ....

Prices withdrawn.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10



Your Farmer Customers Can Always Rely Upon—

COMMONWEALTH BARN PAINT

IT'S a Sherwin-Williams Product—one of the "Cover the Earth" quality group—made to furnish **paint insurance** on Barns, Silos, Outhouses, Wood Roofs, Fencing and other farm property requiring protection against wind and weather.

Commonwealth Barn Paint is a rich heavy-bodied Red or Gray of unusual covering power, even on rough lumber. Good looking and extremely durable, it is just the kind of paint a farmer will appreciate—the kind that reflects favorably upon the dealer selling it.

Farmers everywhere know Commonwealth Barn Paint and the other "Cover the Earth" Paints and Varnishes. That's why these S.W. Products are so easily sold and why S.W. dealers everywhere are securing the greater share of the paint demand.

Why not investigate this agency proposition? A post card addressed to any of our branches will bring you full particulars by return mail



Save the surface and you save all *Paint & Varnish*

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, 20% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 26	0 36
C	0 17	0 26

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)
All hickory handles, list, plus 85%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	1 10	1 10
4-inch	1 32	1 21
5-inch	1 54	1 43
6-inch	1 87	1 65

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric
Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 45
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 85
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed.

Sault Ste. Marie, Port Arthur Fort William, base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12



Keystone
Stapled Metal Case Brooms

For the heavy sweeping necessary in factories, garages, mills, warehouses and stables, no broom gives such thorough satisfaction as the Keystone Stapled Metal Case Broom.

The metal case binds the corn securely to the heavy maple handle. The broom cannot be pulled from the handle, nor can the corn be cut or broken at the shoulder of the broom. Made of all corn, or corn and bamboo in various weights.

Isn't this broom trade in your town worth getting after?

Write for prices.

Stevens-Hepner Company
Limited
Port Elgin, Ontario



A Food-Cutter of Superior Merit

that sells easily to the most critical customer — the

Maxwell

"HOME 65"
QUICK—CLEAN—WATER-TIGHT
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Home 65: Family Style. Home 55: A Smaller Model.
Made in Canada—Superior to any imported.
Write for Proposition.

Maxwells Limited, St. Marys, Ont.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 00		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 56.1
Imperial gas engine oil	0 62.6
Paraffine	0 89.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch.	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Imp. brand Sheathing	$7 75	
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	
F.o.b. Toronto and Montreal	and Hamilton.	

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 68	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in..	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.		$18 40
3 in. in 10-ft. lengths, list.		22 30
4 in., in 10-ft. lengths, list.		29 60
5 in., in 10-ft. lengths, list.		40 00
6 in., in 10-ft. lengths, list.		49 00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal.	Toronto
Prices nominal,		
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 20
No. 3	4 20	4 75
No. 4	5 00	5 20

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.	0 60	
In ½ bbls., per gal.	0 65	
In 5s and 10s	0 70	
1 gal. cans, per doz.	9 00	

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol. ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 55
Do., 5-32 in.	0 54
Do., 3-16 in.	0 51
Do., ¼ in. and up	0 50

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	8 75
604—66 ft.	4 25
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

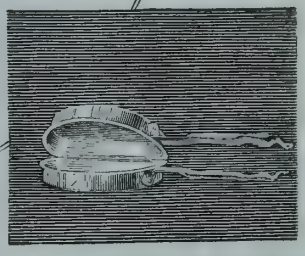
SCREWS

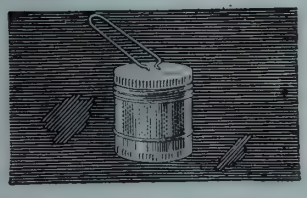
Discounts off Standard List adopted Aug. 1, 1908.

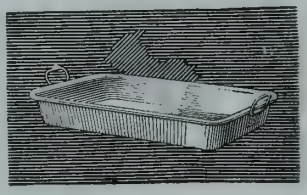
Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%



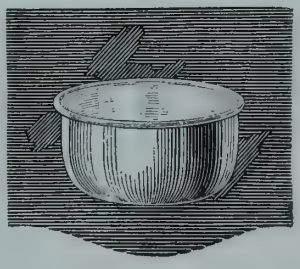












A·G·M·CO. VIKO ALUMINUM

You Take Your Profits Quickly with Viko—

Aluminum has strength without weight, a desirable quality in metal used for cooking utensils. It is also an excellent conductor of heat, and takes a permanently smooth finish. Aluminum utensils, therefore, grow constantly in favor.

With the merchant, the question of stocking aluminum ware centers largely around the line. He must have a line that lends itself to modern merchandising methods; that encourages the quick taking of profits; and brings repeat business. VIKO, The Popular Aluminum, is just such a line as this. Viko utensils give perfect satisfaction to the customer, and sell profitably at a popular price. For full information about the Viko line—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge		
26 gauge		
24 gauge		
22 gauge		
20 gauge		
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$ 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)	
Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER — per ft.
1921 prices not yet issued.

500 feet	
550 feet	
600 feet	
650 feet	

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1⅝ in., 1¾ in., 1 in., 2⅛ in., $19.00. Discount 30%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30

Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright, base	5 50
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	
Brackets for above, per doz.	
National Flat Track, 1¼ in. per ft.	

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 60
Newhouse, No. 1	7 50

WISE ECONOMY!

DIRECT SHIPMENTS GALVANIZED SHEETS

We carry in stock 2,000 tons

Premier Galvanized Sheets

All Standard Sizes in Gauges Nos. 14 to 30

We ship direct at no extra cost, saving freight, damage and time.

Jobbers who use our service are saving money and making money.

SO ARE MANUFACTURERS!

DOMINION SHEET METAL CORPORATION, LTD.

HAMILTON, CANADA



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls. .. 10 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., pure 16-18
Imp. green, 100-lb. kegs.. 22-23
Chrome green, pure 50-56
Chrome yellow 30-45
Brunswick green, 100-lb. keg 11-14½
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg ..-07
Lamp black 32-35
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry ....-30
Golden ocre, 100-lb. kegs ..-09
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels..... 04-05½
French ochre, barrels .... ..-10½
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls.....02¾-04½
Super magnetic red ... 0 05
Vermillion 1 00
English vermillion 2 25
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure....	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	..-50
Cake bone, 112-lb. bags....	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb.....	35 00

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25 ..	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto 60%; London, 60%.
For Montreal prices see Montreal list.
Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

	Star or 16 oz.	Double 24 oz.
United In.		
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 33 1-3%.
Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 50	$16 95
Champion, Pure	16 50	16 95
Crown Diamond, pure	16 50	16 95
Green Seal	16 50	16 95
I.V. Perfection	16 50	16 95
Ramsay's Pure	16 50	16 95
Moore's Pure	16 50	16 95
Tiger, Pure	16 50	16 95
O.P.W. Dec. Pure	16 50	16 95
Red Seal	16 50	16 95
O.P.W., English	.16 75	17 20
Maple Leaf, pure	16 50	16 95
Elephant Genuine	17 00	17 45

B. B. Genuine Lead, less than tons, Montreal, $18.05; Toronto, $18.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb... 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

OILS—
Fly, Creonoid—
Barrels, per gal. 0 65
Half-barrels, per gal..... 0 70
5s and 10s, per gal. 0 80
1s (1 doz.) 13 00
½ gal. cans, 1 doz. to case.. 9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis
Elephant white .....
Sanitone, white .....
Sanitone, colors .....
C.P. Co., pure, white .....
C. P. Co., pure, colors .....
B.-H. English, colors .....
B.-H. English, white .....
B.-H. Fresconette, white.....
B.-H. Fresconette, colors ....
B.-H. Floor .....
B.-H. Porch Floor .....
Crown Diamond, white .....
Crown Diamond, colors .....
Crown Diamond, floor .....
Crown Diamond, porch .....
Do., Flat Wall Tone, white.
Do., colors .....
Moore's House Colors, white .
Moore's House Colors, colors.
Moore's Preservo Paint, white
Do., colors .....
Moore's Floor Paint .....
Moore's Sani-Flat .....
Moore's Porch and Deck Paint
I.V. Elastica, white .....
I.V. Elastica, colors .....
I.V. Flatine, Int. wall, white.
I.V. Flatine, Int. Wall, colors
Jamieson's Crown Anchor....
O.P.W. Canada Brand, white
O.P.W. Canada Brand, colors
O.P.W. Canada Brand, floor.
O.P.W. Flat Wall, white....
O.P.W. Flat Wall, colors ....
Ramsay's Pure, white .....
Ramsay's Pure, colors .....
Ramsay's floor .....
Glidden's white .....
Glidden's colors .....
Martin-Seniour, 100%, white.
Martin-Senour, 100%, colors..
Martin-Senour, Porch Paint..
Martin-Senour, Neutone, white
Martin-Senour, Neutone, colors
Martin-Senour's Floor Paint..
Sherwin-Williams, white ....
Sherwin-Williams, colors ....
Sherwin-Williams, floor .....
Sherwin-Williams, porch paint
Flat Tone, white .....
Flat Tone, colors .....
Lowe Bros., H.S., white .....
Lowe Bros., H.S., color .....
Lowe Bros., hard drying floor
Mellotone, white .....
Mellotone, colors .....
Maple Leaf, white .....
Maple Leaf, colors .....
Maple Leaf, floor .....
Pearcy's Prepared, colors ...
Pearcy's Prepared, white ...
Pearcy's Prepared, floor ....

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$5 75	$5 00
Gal. jugs	6 00	5 25

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 60
B.H. Vanisher 3 60
Chalco 3 60
Klensa 3 60
Cumoff 3 60
Dougall Lingerwett 3 60
Takeoff 3 60
O.P.W. Presto 4 00
Solvo 3 60
Varn-off 3 25
F.o.b. Montreal, Toronto.

VARNISHES	Per gal.	cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.		
B.-H. Floor		4 80
B.-H. Maritime Spar		6 03
B.-H. Hard Oil		3 24
B.-H. Gold Medal		4 02
Elastilite		4 50
Granitine Floor Finish		4 50
Hydrox Spar		4 65
C.P.C. Sun Varnish		4 30
C.P.C. Sun Aero Spar.....		4 50
C.P.C. Sun Waterproof Floor.		4 40
I.V. Elastica, No. 1.....		5 32
I.C. Elastica, No. 2.....		4 38
I.V. Elastica, Floor		4 38
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor ..		3 75
Jasperite Pale Hard Oil		2 75
P. & L. No. 61		5 06
Jamieson's Copaline		4 25
M-S Marble-Ite Floor		4 43
M-S Wood-Var		4 43
M-S Durable Spar		5 59
M-S Finest Interior		4 84
Elastic Interior		3 14
Mar-not		4 40
Quick Action House		2 65
Rexspar		5 64
Scar-Not		5 19
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing. .		4 85
Kyanize Interior and Floor..		4 85
Luxeberry light		4 [illegible]
Luxeberry granite		4 90
Luxeberry spar		5 [illegible]
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 95
Ramsay's 400 Hard Oil		3 25
Ramsay's, No. 720		3 00
Crown Diamond Floor		4 25
"C.D. Big 4" Exterior.....		5 00
"C.D. Big 4" Interior.....		4 50
"C.D. Big 4" Floor		4 40
C. D. General Purpose		4 15
C. D. Furniture		2 05
Dougall Univarnish, clear....		5 40
Dougall Transparent, spar....		6 00
Dougall Transparent, floor....		5 20
Copalite		4 00

F.o.b. Montreal, Toronto

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Muresco	8 80	9 90
Solpar	8 80	9 90
C. D. Wall Coating, white....	8 75	
Do., colors	9 25	

WASTE
Cream, Polishing 0 22

WHITE

XXX....	0 21	XXX	0 18½
XX.....	0 19½	XX, grad	$ 17½
X.....	0 17½	XLCR ..	0 16½
XC.....	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy . .	0 15
No. 1,...	0 14½	Lion .. .	0 13½
No. 7....	0 13½	Standard	0 12
No. 1A...	0 12½	Popular .	0 10½
No. 1B...	0 11½	Keen . .	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.....	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond.....	0 45

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls..... 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL Per gal
In five gallons $2 75
Methylated Spirits 1 90-2 55
F.o.b. Montreal, Toronto London

WINDOW GLASS

In All Weights

Our stocks of window glass include 16, 21, 26, 32, and 39 ounce weights. We can also supply you with anything in plate, bevelled plate mirrors, wired, leaded, and window glass.

Catalogues and price lists free on application —write phone or wire your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

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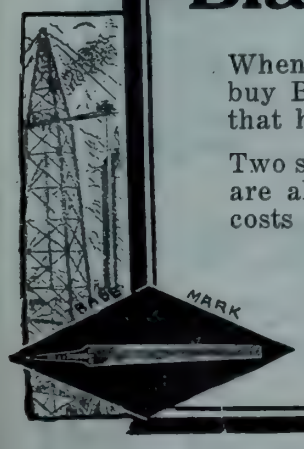
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
88 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self-Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 90 lbs. and over, 16c.

AUGER BITS

Standard Sizes	Prices per Dozen	
3/16	18/16	$12 00
4	19	14 00
5	20	14 00
6	21	16 00
7	22	16 00
8 5 00	23	18 00
9 6 00	24	18 00
10 6 00	35	21 00
11 7 00	26	21 00
12 7 00	27	24 00
13 8 25	28	24 00
14 8 25	29	27 00
15 9 50	30	27 00
16 9 50	31	30 00
17 12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11¼c

BELTING

Rubber, 6 in. and under 47/12½%; over 6 in., 40/12½%.

Agricultural or No. 1 leather belting, 15 10-10% off list.

Standard, 15-10% off list. Extra 15%.

The "double" 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $53 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅝ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅝ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 42
3 x 3 in.	0 43
3½ x 3½ in.	0 45
4 x 4 in.	0 56
4½ x 4½ in.	0 82
5 x 5 in.	1 40

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.

Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 71½ lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.

Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	35%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$10 00	.....
26 to 40-in.	12 15	18 35
41 to 50-in	13 10	19 80
51 to 60-in.	13 50	20 40
61 to 70-in.	14 00	21 15

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 90
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	**Doz.**
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.

Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.

Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in, $2.10; 10 in., $2.75.

Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.

Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.

Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.

Corrugated Tee—4 in, $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.

Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $14.

LEAD WASTE, $13.66.

WHITE LEAD

Decorators' pure, 100-lb. tins, $18.10.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Downswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	18 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.45. Cut, f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 [illegible]
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white
Stephens' colors
Stephens' floor
Silkstone white
Silkstone colors
Stephens' barn
Stephens' barn, extra color.
Lion white
Lion colors
H.D. floor
Velvetone white
Velvetone tints
Ramsay's White
Do., colors
Dultone, White
Do., colors
Martin-Senour, white
Senour's Floor
M.S. Neutone, White
M.S. Neutone, Colors
M.S. Red Schoolhouse
M.S. Standard Barn

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

15 x 21, per box, ordinary, $11.50; 15 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	25 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 [illegible]
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼. ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.85 Winnipeg; Glidden Cattle, 2-pt., $5.65 Winnipeg; Baker, 2-pt., $5.55, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.

Patented screen in 100-ft. rolls. $2.00 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, 6.85; No. 10, $6.90; No. 12, $7.05; No. 14, $7.35; No. 15, $7.60; No. 16, $8.05 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—27½% off list.

Stillson—20% off list.

	— Dozen—	
Always Ready	**Black**	**N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A" House Paint

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

Are You Ready for the Spring?

The housewife will soon be invading your store in quest of a good house paint for her annual spring cleaning campaign. She will need a reliable paint, a paint that flows easily and dries to a hard dry surface, capable of standing the household wear and tear. Sell her Diamond "A" Household Paint and sell her a paint service that will satisfy, and bring her back for more. We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else, and is sold subject to chemical analysis. Are you ready for spring? Sort up and order at once.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

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NORTH STAR
—THE BETTER BATTERY

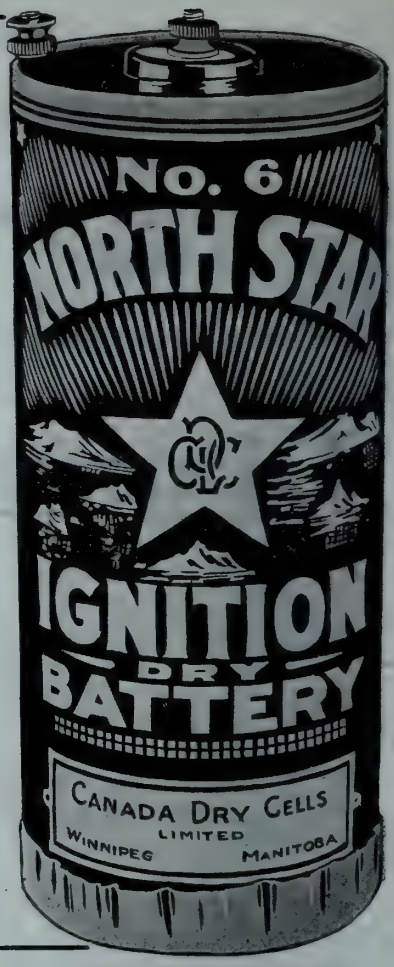


Sold Everywhere by Leading Jobbers

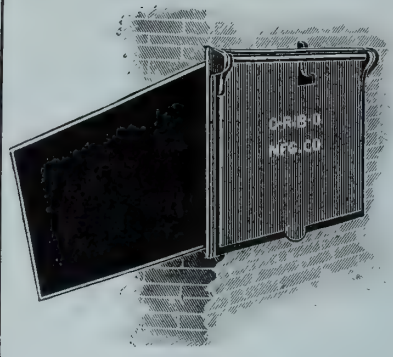
Unusual long life and serviceability are features that have made North Star Batteries first choice of a large and ever-growing number of users.

Years of study and experience in battery manufacturing have taught us the secret of producing a battery with additional power which sells for no more than the ordinary battery.

Their superior construction and dependable quality mean satisfied customers and repeat orders.



Canada Dry Cells Limited
Winnipeg, Manitoba



O-Rib-O
Square Coal Chute

Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West

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Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

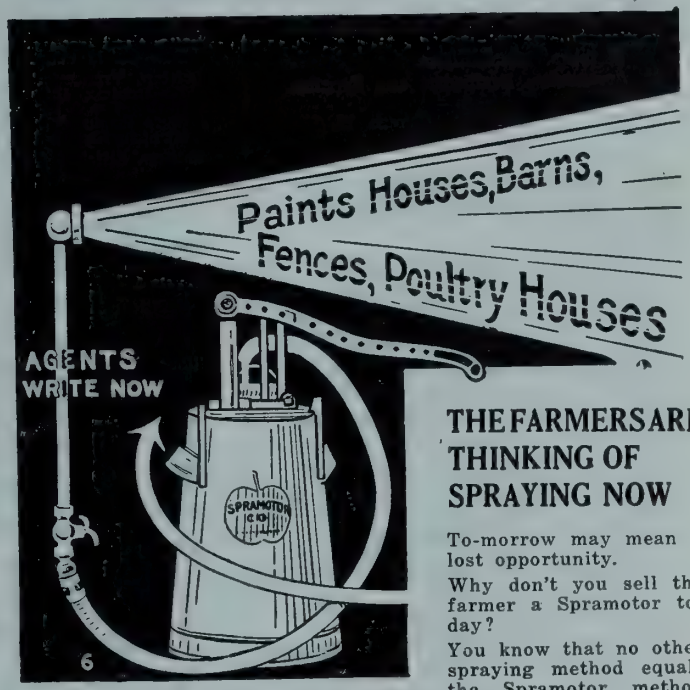
MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED

HESPELER, ONT.



THE FARMERS ARE THINKING OF SPRAYING NOW

To-morrow may mean a lost opportunity.

Why don't you sell the farmer a Spramotor to-day?

You know that no other spraying method equals the Spramotor method for spraying and for painting or white-washing.

Write to-day for illustrated catalogue. If you are a live-wire dealer we'll want you for our agent—and you'll want us.

SPRAMOTOR CO. **28 King Street, London, Canada**

AGENTS WANTED EVERYWHERE

Spramotor

It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE

If interested tear out this page and place with letters to be answered.

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British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
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Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

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The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

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Ontario Plate Glass, Ltd., The, Hamilton, Ont.

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Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
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Goodell Pratt Co., Greenfield, Mass.
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Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Kales Stamping Co., Limited, Walkerville, Ont.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
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Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

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Automobile Parts
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Caverhill Learmont & Co., Montreal.
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Steel Co. of Canada, The, Ltd., Hamilton.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Walter Woods & Co., Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford. Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

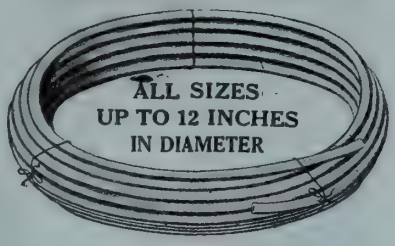
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

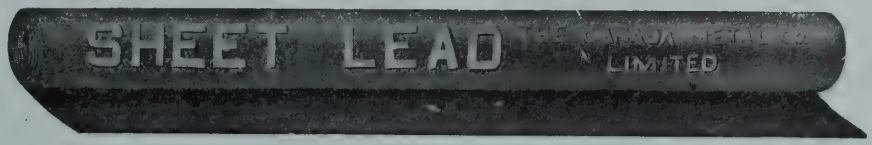
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ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



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JUST "because they're cheap" is no reason why you should buy *cast* clamps. They're dear at any price if not dependable, and a moment's thought will show you that a cast product cannot be dependable for clamping service.

Williams' Light Service Clamps are strong, sturdy tools—light, yet extremely stiff. They are made in eight sizes, with capacities from 2 to 12 in., and all are fully guaranteed.

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THE BUYERS' GUIDE

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros. Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
The Flexible Shaft Co., Limited, Toronto.

Clippers, Horse and Cow
The Flexible Shaft Co., Limited, Toronto.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

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The farmer, the fruit grower—the man who realizes the value of effective spraying as a means of producing full crops of fruit and vegetables?

He knows that spraying is the only conceivable method of combatting the destructive insect pest, and he knows, too, that

C. P. Insecticides

offer the safest, most economical and most effective means of controlling the menace.

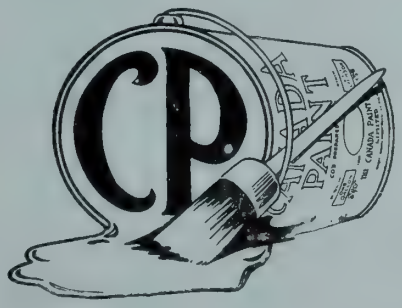
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Paris Green
Sprayide
Arsenate of Lime
Arsenate of Lead
(Dry and Paste)

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A stock of the lines listed here will enable you to cash in on the local demand. **Free spraying booklets** full of useful information concerning different spraying operations is part of the service rendered buyers of C. P. Insecticides.

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THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

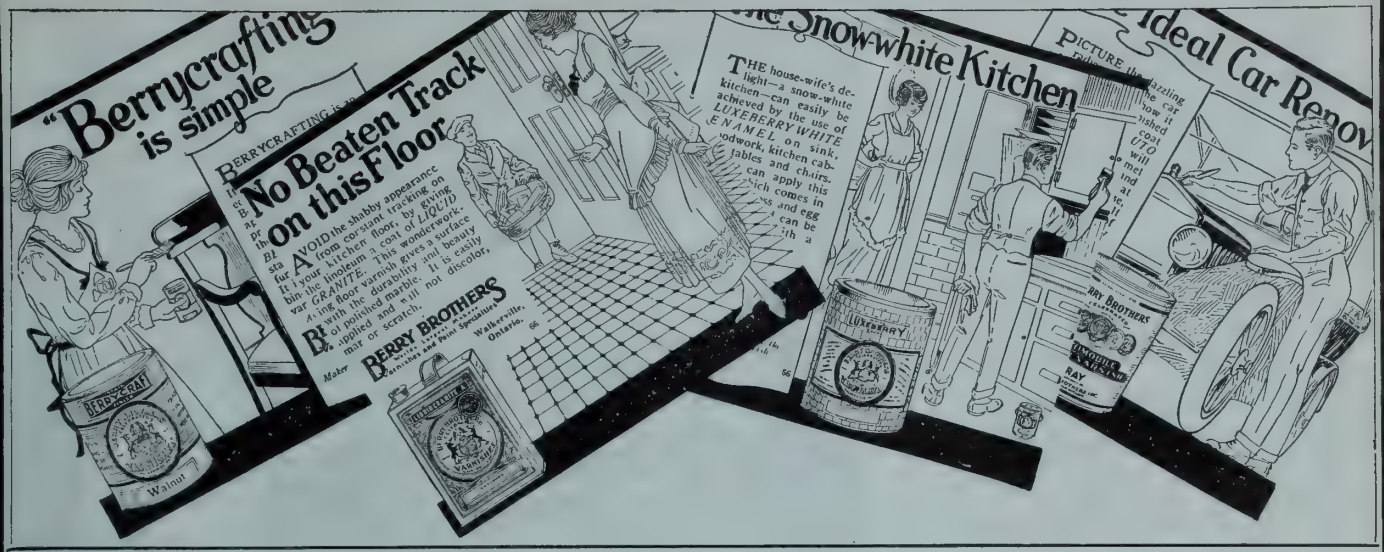
Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.



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THE BUYERS' GUIDE

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, C
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.



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BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

THE BUYERS' GUIDE

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co. Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co. Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Toronto.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.



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CARHARTT GLOVES

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THE BUYERS' GUIDE

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Toronto.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Perforated Sheet Metals
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville. Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.



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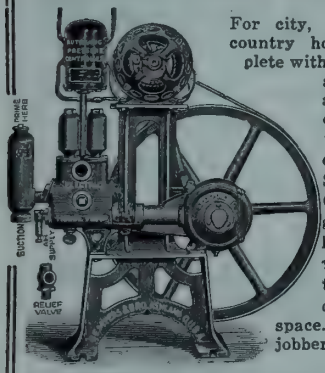
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THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.



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Miss Simplicity sells at a very attractive price and there is handsome profit, quick turnover, and sure customer-satisfaction for you. Write to-day for our dealer offer. It will certainly interest you.

W. A. KRIBS COMPANY LIMITED

Hespeler, Ontario

Western Distributors:
Great West Electric Co., Limited, Winnipeg

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thermos Bottles
The Thermos Bottle Co., Ltd., Toronto.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Gate
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Hamilton, Ont

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

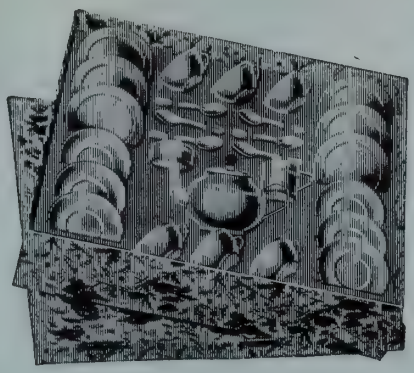
Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.



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DID you ever contrast a Jacobs Chuck with any other chuck?

First the way it is made—next the ease and speed of adjustment—then the accuracy of the hole—and the ease with which the drill can be detached should the drill jam?

Try it sometime for your own enlightenment.

The Jacobs Manufacturing Co.

Hartford, Conn.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

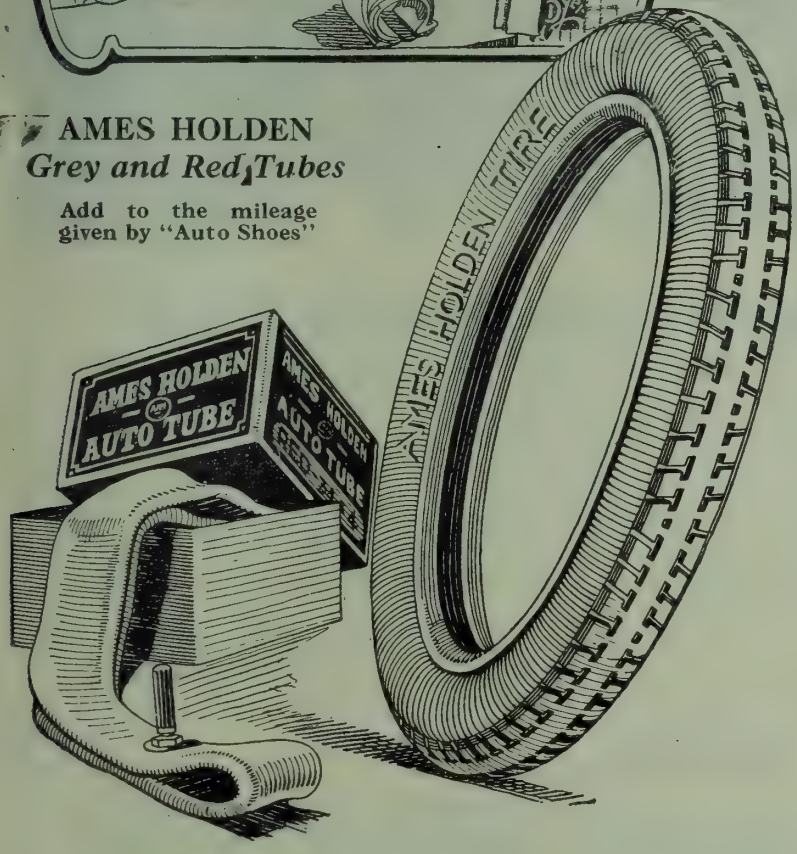
For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade, paving the way for the salesmen, lubricating your whole distribution system and creating friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.



AMES HOLDEN
Grey and Red Tubes

Add to the mileage given by "Auto Shoes"



AHM System

Selling "Auto Shoes"

Business relations should be pleasant — can be pleasant — and incidentally profitable.

Selling Ames Holden "Auto Shoes" is going to be a pleasant business experience for dealers everywhere.

For there is a great purpose behind the marketing of Ames Holden "Auto Shoes" which carries within it the germs of a new relationship between manufacturer and dealer.

A relationship that calls for mutual confidence, unhampered by systems and reels of red tape, based on the fullest intent to deal frankly and fairly with the dealer and consumer alike.

Ames Holden "Auto Shoes" in the service they give—unusual mileage and reliability—are proving worthy of the policy behind them and the guarantee that upholds them.

And sales—steadily mounting upwards—are the infallible barometers which indicate the persistency of public demand for "mileage that costs less."

Let us tell you about the pleasant relationship that can exist between you and ourselves—the prospects and the profits in handling Ames Holden "Auto Shoes." Write.

AMES HOLDEN "AUTO SHOES"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES.

Manufactured by

AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO LONDON
WINNIPEG REGINA SASKATOON EDMONTON CALGARY VANCOUVER

OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS.

If interested tear out this page and place with letters to be answered.



It Catches the Customer's Eye

One of the new Champion Spark Plug Merchandisers, displayed on a dealer's counter, show case, or shelf, guides motorists and engine owners to real spark plug service. As soon as the customer sees it he immediately links the dealer with the Champion reputation for dependability.

Not only is the Merchandiser a valuable silent salesman for the dealer; it keeps his stock of Champions clean and tidy; provides a place for every size and type he handles, and gives an accurate stock record at a glance.

The index chart in the Champion Merchandiser shows the correct type of Champion for the customer's engine. The salesman simply cannot go wrong in his selection.

Free Offer to Dealers

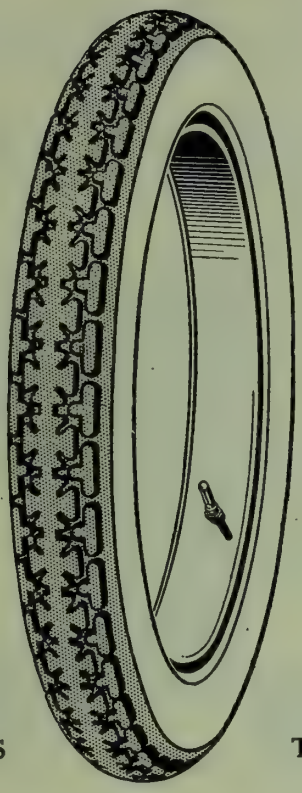
We will send you one of these striking Merchandisers free with a shipment of any one of three different assortments of Champion Spark Plugs. You can take this up with your jobber or write us direct for full details.

Champion Spark Plug Co., of Canada, Limited
Windsor - Ontario

Champion

Dependable Spark Plugs

If interested tear out this page and place with letters to be answered.



CROSS TREAD

"Gutta Percha" Tires Stand Alone

No frenzied salesmanship needed here, Mr. Dealer; no price-cutting necessary to move these goods. They stand on their merits alone, for the record of service they gave in 1920 and the coast-to-coast, year-'round advertising has already won them a place as a "best seller." People will ask for them, Mr. Dealer. It will pay you to stock them early—NOW.

Go as far as you like on

"GUTTA PERCHA" Tires

[redacted] CORD and FABRIC

Gutta Percha & Rubber, Limited

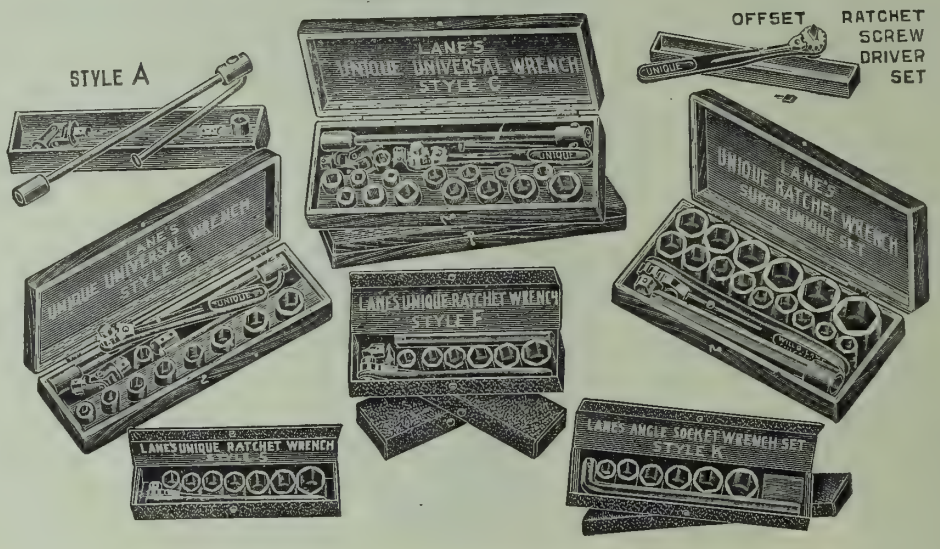
HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Canadian Cities

If interested tear out this page and place with letters to be answered.

Dealers' General Assortment of

Lane's "Unique" Tools



Dealers, you can safely give your personal guarantee on every Lane "UNIQUE" Socket Wrench Set in the above group. What is more, every Tool in this assortment is a quick "turn-over."

Lane was the first to discover that broached steel sockets, turned from solid, round bar steel were the strongest, most accurate, and most convenient socket to sell.

The Dealers' General Assortment consists of Lane's "UNIQUE" Ratchet—Universal—and Angle Socket Wrench Sets for Car Owners and garage. Every one is guaranteed against breakage.

The Jobbers listed below can furnish Lane's "UNIQUE" Tools promptly.

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Ill.

List of Canadian Distributors

ALBERTA

J. H. Ashdown Hardware Co., Calgary.
Chapin Co., Calgary.
Merchants' Hdw. Specialties, Ltd., Calgary.
Motor Car Supply Co., Ltd., Calgary.
Wood, Vallance & Adams, Ltd., Calgary.
Marshall-Wells Alta. Co., Ltd., Edmonton.

BRITISH COLUMBIA

Canadian Fairbanks-Morse Co., Vancouver.
McLennan, McFeely & Co., Ltd., Vancouver.
Wood, Vallance & Leggat, Ltd., Vancouver.

MANITOBA

D. Ackland & Son, Ltd., Winnipeg.
Adams Supply Co., Winnipeg.
J. H. Ashdown Hdw. Co., Ltd., Winnipeg.
Great West Saddlery Co., Winnipeg.
Marshall-Wells Co., Ltd., Winnipeg.
Miller-Morse Hdw. Co., Ltd., Winnipeg.
Plewes, Ltd., Winnipeg.
Wood, Vallance, Ltd. Winnipeg.

NEW BRUNSWICK

Sumner Company, Moncton.
Emerson & Fisher, Ltd. St. John.
T. McAvity & Sons, Ltd., St. John.
W. H. Thorne & Co., Ltd., St. John.
A. R. Williams Machy Co., Ltd., St. John.

NOVA SCOTIA

Douglas & Co., Ltd., Amherst.
Dunlap Bros. & Co., Ltd., Amherst.
Austen Bros., Ltd., Halifax.
A. M. Bell & Co., Ltd., Halifax.
Crowell Bros., Ltd., Halifax.
Northern Electric Co., Halifax.
Jas. Simmonds, Ltd., Halifax.

ONTARIO

Wood, Alexander & James, Hamilton.
A. Chown & Co., Kingston.
Hobbs Hardware Co., Ltd., London.
D. H. Howden & Co., Ltd., London.
London Engine Supplies Co., London.
Thos. Birkett & Son Co., Ltd., Ottawa.
Keyes Supply Co., Ltd., Ottawa.
Dunlap & Co., Ltd., Pembroke.
Aikenhead Hardware, Ltd., Toronto.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hardware Co., Ltd., Toronto.
John Millen & Son, Toronto.
Northern Electric Co., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
A. R. Williams Machy Co., Toronto.
Cutten & Foster, Ltd., Toronto.

QUEBEC

Canadian Fairbanks-Morse Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Omer De Serres, Montreal.
Northern Electric Co., Ltd., Montreal.
Starke, Seybold, Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Codere & Fils, Ltd., Sherbrooke.

SASKATCHEWAN

Morrison-Blackwood Hdwe., Ltd., Moose Jaw.
Bowman Bros., Ltd., Regina.
Independent Electric Co., Regina.
Motor Supplies, Ltd., Regina.
Northern Electric Co., Ltd., Regina.
Bowman Bros., Ltd., Saskatoon.
Canadian Fairbanks-Morse Co., Saskatoon.

If interested tear out this page and place with letters to be answered.

Chart of Recommendations for AUTOMOBILES

(Abbreviated Edition)

How to Read the Chart

The Correct Grades of Gargoyle Mobiloil for engine lubrication are specified in the Chart below

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and constitutes a scientific guide to Correct Automobile Lubrication.

If your car is not listed in this partial chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for all cars.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1920		1919		1918		1917		1916	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Anderson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Briscoe (4 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)									A	A
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers (6-48)									Arc	Arc.
" (6-40)									A	Arc.
" All Other Models	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Chevrolet (8 cylinder)			A	A	A	A	A	A		
" (F A)			A	Arc	A	Arc				
" (F B & 1 ton)	A	Arc								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cleveland	A	Arc								
Cole (6 cylinder)									Arc	Arc.
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Columbia (Detroit)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Cunningham	A	A	A	A	A	A	A	A	A	A
Dixie Flyer	A	Arc	Arc	Arc	A	Arc	A	Arc		
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Elgin	A	Arc			A	Arc	A	Arc	A	Arc
Essex	A	Arc	A	Arc						
Federal (Model S-X)					A	A	A	A		
" (Special)					Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	A	A	Arc	Arc	Arc	Arc
Ford	E	E	E	E	E	E	L	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	A	A	A	A	A	A	A	A	A	A
Grant (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l Model 12)			A	Arc						
" All Other Models	Arc	Arc	Arc	Arc						
Haynes (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cylinder)	A	A	A	A	A	A	A	A	A	A
Holmes	B	A								
Hudson Super Six	A	Arc	A	Arc	A	Arc	A	Arc	A	A
" All Other Models									Arc	Arc.
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Kissel Kar (Model 48)									A	A
" (12 cylinder)					A	A	A	A		
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Lexington	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	A	A	Arc	Arc	Arc	Arc	Arc	Arc		
Locomobile	A	E	A	E	A	E	E	E	E	E
Madison (6 cylinder)			A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)					A	A	A	A	A	A
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)									A	A
Moline-Knight			B	A	B	A	A	A	A	A
Monroe (Model M 2)									E	E
" " M 3)					A	Arc	A	Arc		
" All Other Models	A	A	A	A	A	A	A	A		
Nash (Quad)	A	A	A	A	A	A				
(Model 671)					A	A				
" All Other Models	A	Arc	A	Arc	A	Arc				
National (6 cylinder)	A	A	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc
" (12 cylinder)			A	A	A	A	A	A	A	A
Nelson	A	A	A	A	A	A	A	A		
Oakland (8 cylinder)									A	A
" All Other Models	A	A	A	A	A	Arc	Arc	Arc	Arc	Arc
Oldsmobile (4 cylinder)	A	Arc	A	Arc					Arc	Arc.
" (6 cylinder)	A	A	A	A	A	Arc				
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Overland	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
Paige (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (Continental Eng'n)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" All Other Models	A	A								
Peerless (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					Arc	Arc	Arc	Arc	Arc	Arc.
Pierce Arrow	A	A	A	A	A	A	A	A	A	A
" " (Com'l 5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" " All Other Mod	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	Arc.
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Republic									A	A
" (½ ton)									Arc	Arc.
" (1 ton)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (1½ ton)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
" Com'l All Other Models	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Riker	A	E	A	E	A	E	E	E		
Roamer (Model R. A.)							A	Arc		
" All Other Models	Arc	Arc	Arc	Arc			Arc	Arc		
Rock Falls	A	Arc	A	Arc						
R & V Knight	B	A								
Saxon			E	E	E	E	E	E	E	E
Scripps-Booth (4 cylinder)					Arc	Arc	A	Arc	A	Arc.
" (6 & 8 cylinder)	A	A	A	A	A	A	A	A	A	A
Selden (½ ton)							A	Arc		
" (1 ton)	A	A	Arc	Arc	Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Stearns-Knight	B	A	B	A	B	A	A	A	B	A
Stewart Bull (½ ton)									Arc	Arc.
" " Com'l (1 ton)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" " " (1½ ton)	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" " " All Other Mod	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Studebaker	A	A	A	A	A	A	A	A	A	A
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A				
Velie (6 cylinder)	A	Arc								
" (6 cylinder)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l ¾ ton)			A	Arc	A	Arc				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc				
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (E valve)			A	A	A	A	A	A		
" (Type)			A	Arc	Arc	Arc				
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	A	A	B	A
Willys Six	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc



Winter Lubrication

Cold weather advice which will help you make sales

THIS is the time when many motorists complain about "stiff" motors. "The starter won't turn her over." Motorists have oil pump trouble.

You can do these people a real service and at the same time increase your sales of Gargoyle Mobiloils.

Many automobile engines require an entirely different grade of oil during the cold season. Either through ignorance or neglect, many car owners do not change the oil in their engines. Trouble usually follows.

In cold weather oil has a tendency to congeal. With the wrong grade of oil in use, it is difficult to start the engine and there is poor circulation until the engine is "warmed up." This means insufficient lubrication for bearings and other parts where oil is vitally needed. Often it leads to repair bills.

Our Chart of Recommendations specifies the correct grade of Gargoyle Mobiloils for both summer and winter lubrication. In each case these specifications are the result of scientific analysis of engine requirements.

The Chart shows what cars require a different grade of oil in winter, and what cars do not. The Chart of Recommendations hanging on your wall is proof to your customers that you are qualified to specify the correct grade of Gargoyle Mobiloils for their car — in winter as well as summer.

GARGOYLE

Mobiloils

A grade for each type of motor

Imperial Oil Limited

Marketers of Gargoyle Mobiloils in Canada

Branches in All Cities

If interested tear out this page and place with letters to be answered.

Night's faithful guardian



In your community, Mr. Dealer, are many homes known to be without the protection of a Colt Automatic Pistol or Colt Revolver. These homes need your service.

Dangers of the night are as real for one community as for another. Are you doing your part to help ward them off?

You know that where Colt protection has been supplied, danger is minimized. A word from you, a reminder that you carry Colt's Fire Arms and can supply the correct model for home protection, will do more than make profitable sales. It is a service of value for the maintenance of law and order.

Colt Patent Fire Arms Mfg. Co.
Hartford, Conn.

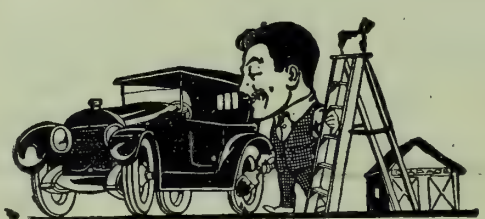
Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Booklets that will bring business sent free on request

COLT'S FIRE ARMS

Phil B. Bekeart Company, Pacific Coast Representative, San Francisco, Cal.

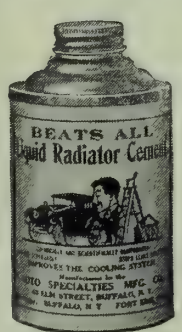
It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.
FORT ERIE, CAN.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins


"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

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TRADE MARK
OBLIGAT NOMEN
REGISTERED.

Quality

Fishing Tackle

Canada
Needle & Fishing Tackle Co., Ltd.

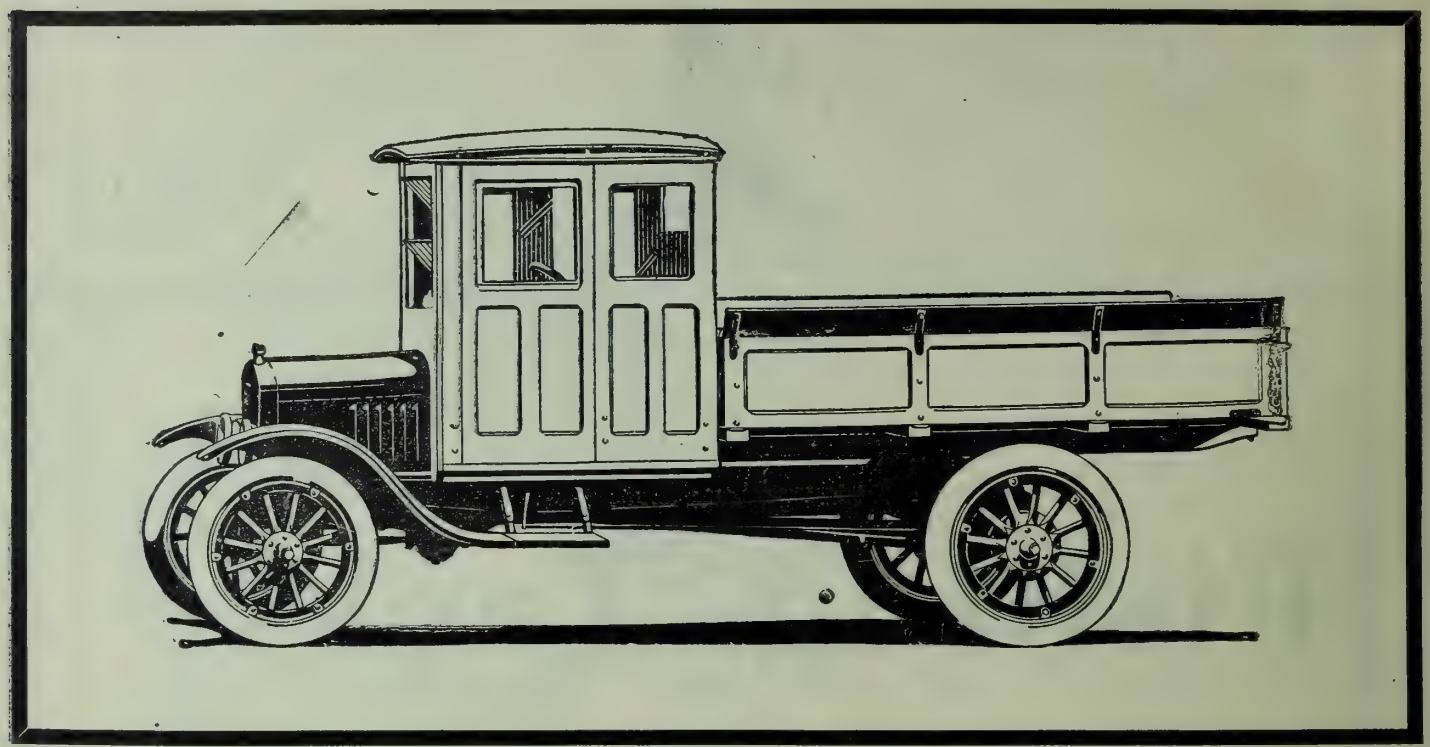
76 Wellington Street West
Toronto

High Grade Fishing Tackle of Every
Description For Immediate Delivery

Wholesale Only

Enquiries Solicited

If interested tear out this page and place with letters to be answered.



Ford TRUCK

Price $750
(Chassis only)

F. O. B. Ford, Ontario

Starter and Electric Lighting $100 extra.

For delivery of tinsmithing materials and stoves, handling of new stock from the railroad station—for transportation of workmen to and from jobs in town and country—for every trucking job—the Ford is the sturdy truck for power, endurance, speed, simplicity and economy.

Sold as chassis only. Ford dealers are able to supply any body desired.

Ford Motor Company of Canada, Limited
FORD, ONTARIO

If interested tear out this page and place with letters to be answered.



Cord or Fabric.

A Word to the Wise

Here is the Truth About the Tire Situation

Spring is almost here. Looking at conditions from any angle one must admit that more tires will be bought by the public in 1921 than in any previous year.

Wise dealers have placed or are placing their orders for Partridge Tires now; and will have stock on hand ready to take full advantage of the Spring trade.

Partridge Tires are quick, sure sellers. The demand for them is like a weed—you can't stop it growing.

If you are a tire dealer and not handling Partridge Tires, here is your opportunity to get in on a good thing.

Write Us

THE F. E. PARTRIDGE RUBBER CO.
LIMITED
GUELPH, ONTARIO

PARTRIDGE TIRES

Game as Their Name

If interested tear out this page and place with letters to be answered.

EVEREADY DAYLO

We Supply All Daylos, Batteries, etc., by Return Delivery
All Orders Receive Special Attention
EVEREADY is our motto where it concerns DAYLO

EVEREADY DAYLO

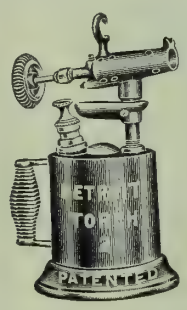
SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



Detroit Torch

Fully Inspected

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Capacity ..... 1 Qt.
Net Weight ... 4 lbs.
Shipping wgt., 6¾ lbs.

Detroit Torch & Mfg. Co.
Detroit, Michigan

Acornette Pump Connection



ECONOMY!

The Improved Acornette makes a timely appeal to motorists because it gives them more for their money.

The Acornette design prevents buckling and retards chaffing of the rubber washer. The result—Acornette grips the tire valve tighter and the washer lasts longer.

"Thru your jobber—his service is economy."

STEVENS & COMPANY
375 Broadway New York City

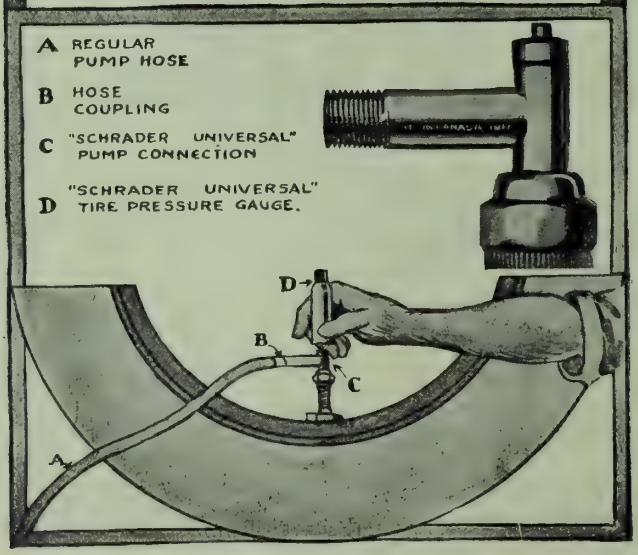
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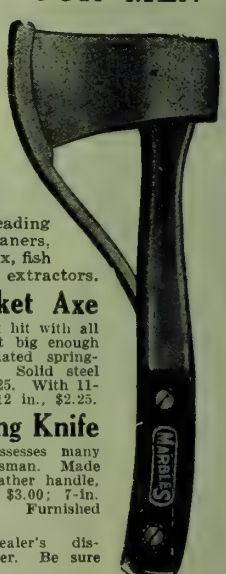
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A. Schrader's Son, Inc.
334 East King Street, Toronto
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PREFERRED BY OUTDOOR MEN





Sell equipment that sportsmen want—build a trade that will ENDURE, by featuring Marble's Outing Specialties.

We show only a few items—Marble's line includes axes and knives of splendid design and quality, front and rear sights endorsed by leading marksmen, gun rods and cleaners, compasses, waterproof matchbox, fish gaff, auxiliary cartridges, shell extractors.

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Year-round seller, makes an instant hit with all outdoor men. Small, compact, yet big enough for every outdoor use. Nickel-plated spring-hinged guard folds into handle. Solid steel blade 2⅝ x 4 in., steel handle, $3.25. With 11-inch selected hickory handle, $2. 12 in., $2.25.

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Pacific Coast Rep.: McDonald & Linforth,
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Northland Ski Mfg. Co.
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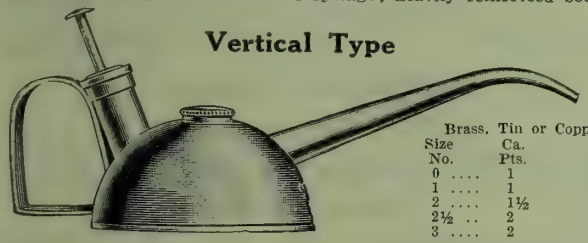
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All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

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Brass, Tin or Copperized.

Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Automotive Type



Brass or Copperized

Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

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CANNON OILER COMPANY — **Main Office, Keithsburg, Illinois, U.S.A.**

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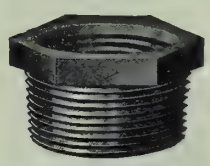


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And at MURCIA, SPAIN

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Manufacturers of the famous
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Made in Canada

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LIMITED
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CUTLERY
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REGISTERED TRADE MARK
GRANTED 1682.

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Mica Electrical Insulation of Every Kind.

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If interested tear out this page and place with letters to be answered.



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TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

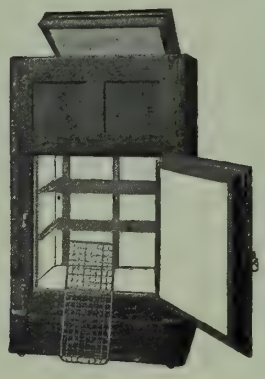
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RELIABLE GOODS AND PROMPT SERVICE
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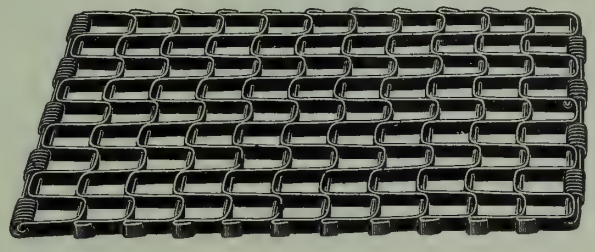
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The Latest Improved!

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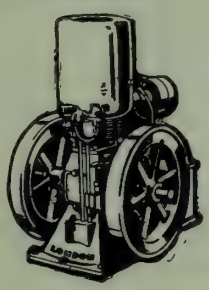
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"The Right Arm Of Power."

No tank—no fan—no freezing—water-cooled, frost-proof.

Dealers! Write for illustrated booklets.



London Gas Power Co., Ltd.
29 York Street, London, Ontario

If interested tear out this page and place with letters to be answered.

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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2¼ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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WANTED — FIVE-YEAR EXPERIENCED retail hardware salesmen, give full experience, where employed and salary to start. Mills Hardware Co., Hamilton.

EXPERIENCED HARDWARE SALESMAN TO sell production of three factories to wholesalers only, a good proposition for business-getter. Write Campbell Agencies, 23 Richmond Bldg., Toronto.

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FOR SALE—25-LB. TIN BERGER'S PARIS Green; 2 doz. mill bastard files, 10 in.; 2 doz. mill bastard files, 8 in. (Nicholson's); 1 doz. mill bastard files, 7 in.; 1 doz. mill bastard files, 6 in. (K. & F.). Box 20, Hardware and Metal.

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WANTED

WANTED — ADVERTISER WILL PAY CASH for good hardware business in town or city, stock from ten to thirty-five thousand. Will either buy or rent store property. Or would entertain partnership in first-class hardware proposition. Please give particulars in first letter. Box 58, Hardware and Metal, 153 University Ave., Toronto.

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In best town in New Ontario. Stock reduced to $13,000.00 and fixtures about $1,000.00. Established Thirty-One Years. Reason for selling advancing years and ill health of Mr. James Purvis. Premises very commodious and can be rented or bought. Apply to

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Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

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Carpentersville, Ill., U.S.A.

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If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.



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KITCHENER, ONT

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Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

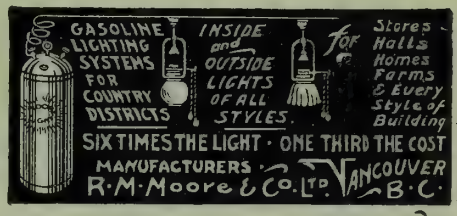
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"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
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All Kinds of
Plain Duplicate Gray Iron Castings
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Illustrations

of your products increase your sales

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STERLING TWINES

Made of Jute, Flax, Hemp and Cotton.

Manufactured by
THE STERLING TWINE CO., LIMITED
Walkerton, Ontario.

Price List and Samples Sent on Application.

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.



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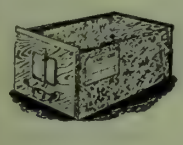
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Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

INDEX TO ADVERTISERS

Acme Shear Co. 28
Acme Waste Manufacturing Co. ... 188
Allcock, Laight & Westwood Co., Ltd. 187
Aluminum Specialty Mfg. Co. 175
Aluminum Ware Mfg. Co. 27
Aluminum Goods Manufacturing Co. 149
American Pad & Textile Co. 7
American Rolling Mill Co., The 20
Ames, Holden, McCready, Ltd. ... 177
Ashdown Hardware Co., J. H. 157
Atkins & Co., E. C. 126
Atlas Iron Metal Co. 50
Auto Specialties Mfg. Co. 182

Banwell-Hoxie Wire Fence Co. 110
Barnett Co., G. & H. 153
Barrett Co., The 45
Barton Netting Co. 49
Berry Bros. 137
Brett Co., The 158
Brandram-Henderson, Ltd. 142-3
Boston Varnish Co. 141
Boeckh Company, Ltd., The 135
Bridgeport Hardware Mfg. Co. 34
British Aluminum Co. 34
Brown-Boggs Co. 103
British Smelting & Refining Co. .. 53
Burlington Products, Ltd. 126
Butterfield & Co. 14
Butler, George & Co. 47

Cameron & Co. 191
Canada Wire & Iron Goods Co. 119
Canada Dry Cells, Ltd. 158
Canada Foundries & Forgings, Ltd. 15
Canada Fish & Needle Tackle Co. . 183
Canada Paint Co., Ltd. 163
Canada Metal Co. 53, 161, 189
Canada Steel Goods Co., Ltd. 2-3
Canadian Canoe Co. 191
Can. Hardware & Implement Journal 32
Canadian Die Casting Co., Ltd. 191
Canadian General Electric Co., Ltd. 39
Canadian Shovel & Tool Co. 117
Canadian Steel & Wire Co. 127
Canadian Hart Products 125
Canadian Tube & Iron Co. 49
Canadian Winkley Co., Ltd. 182
Can. Westinghouse Electric Co. 112-113
Cane & Sons, William 42
Carhartt, Hamilton, Cotton Mill Co. 169
Cannon Oiler Co., successors to R. E. Bloomer 187
Carswell, Morris & Co. 188
Carborundum Co. ..... Inside back cover
Carter White Lead Co., Ltd. 161
Catalog Art Studio 191
Caverhill, Learmont & Co. 36

Chamberlain Desolvo Co. 189
Channell Chemical Co. .. Inside front cover
Champion Spark Plug Co. 178
Clemson Bros., Inc. 104-105
Cleveland Stone Co. 44
Coghlin, Ltd., B. J. 187
Collette Manufacturing Co. 31
Colts Patent Firearms Co. 182

Davidson Mfg. Co., The Thos. 49
Dazey Churn & Mfg. Co. 51
Detroit Torch Co., Ltd. 186
Disston & Sons, Henry 38
Dominion Belting Co. 121
Dominion Linseed Oil Co. 58
Dominion Oilcloth & Linoleum Co. .. 35
Dominion Sheet Metal Corp. ..... Front cover and 151
Doon Twines, Ltd. 191
Dowswell, Lees & Co. 102
Dupont, E. I., de Nemours 16

Eddy Co., Ltd., The E. B. 33
Eureka Planter Co. 28
Empire Brass Mfg. Co., Ltd. 21
Empire Level Mfg. Co. 47

Flexible Shaft Company 12-13
Fittings, Limited 188
Ford Motor Co. 185

Galt Stove & Furnace Co., Ltd. 41
Geneva Cutlery Co., Ltd. 4
Gendron Manufacturing Co. 30
Glidden Co., The 132-133
Goodell-Pratt Co. 17
Goldie, McCulloch Co., Ltd. 29
Graham Nail Works, The 171
Great Western Smelting & Refining Co., The 188
Greenfield Tap & Die Corp. 23
Guthard, E. C., & Co. 22
Guelph Spring & Axle Co. 191
Gutta Percha & Rubber, Ltd. 179
Gurney Foundry Co., Ltd. 56

Hamilton Mirror Plate Co. 124
Hamilton Stamp & Stencil Works .. 191
Hamilton Stove & Heater Co. 106
Hobbs Manufacturing Co., Ltd. 153
Hoyt Metal Co. 48
Hurley Machine Co. 39
Hutton & Co., James 188

I

Ingersoll File Co., Ltd. 30
Imperial Oil, Limited 181

James & Co., W. R. 175
Jardine & Co., A. B. 159

Jenkins Bros., Ltd. 147
Jennings Manufacturing Co., Russell 191
Kasement Skrene Dore Co. 43
Keystone Mfg. Co. 44
Kribs Co., Ltd., Wm. A. 173
Kinread, P. R. 158

Laidlaw Bale Tie Co. 118
Lamplough & Co., F. W. 47
Lane Unique Wrench Co., Will B. .. 180
Lawson Mfg. Co. 8
Leslie Tinware Co. 60
London Gas Power Co., Ltd. 189
London Rolling Mills Co. 171
Lufkin Rule Co. of Canada, Ltd. ... 192

Manning, Hinton & Brissenden 191
Martin Co., The L. 52
Macfarlane, A., & Co. 10
McArthur-Irwin Co., Ltd. ... Back cover
McArthur & Co., Alex. 46
Marble Arms & Mfg. Co. 186
McDougall & Co., R. 52
Meakins & Sons 109
Mica Company of Canada 188
Miller Bros., Ltd. 50
Millers Falls Co. 18-19
Moore & Co., Ltd., Benjamin 139
Moore & Co., Ltd., R. M. 191
Morrison Brass Mfg. Co., James ... 55
Moore, The D., Co. 123
Myers & Bros., F. E. 171

Nagle, H., & Co. 26
National Electric Heating Co. 57
National Machy. & Supply Co. 120
Niagara Metal Stamping Corporation 24
Nicholson File Co. 31
Northern Electric Co. 6
Northland Ski Co. 187
North Star Oil & Refining Co., Ltd. 158
Nova Scotia Steel & Coal Co. 171

Oakey & Sons, Ltd., John 188
Ontario Plate Glass Co. 122
Ontario Lantern & Lamp Co. 114
O-Rib-O Manufacturing Co. 158
Owen Sound Wire Fence Co., Ltd. .. 191

Partridge Rubber Co., F. E. 184
Parmenter, Bulloch & Co. 32
Peck, Stow & Wilcox Co. 37
Pink Co., Thos. 50
Port Hope Mat Co. 189
Progressive Manufacturing Co. 186
Pratt & Lambert, Inc. 167

Reed & Co., George W. 34
Rice Lewis & Son, Ltd. 1
Rideau Specialty Co. 191
Rowbotham, R. E., & Son 189

Sanderson Harold Co. 189
Shambrook, W. D., & Co. 108
Sand Sons, J. 188
Saskatchewan Glass & Supply Co. .. 159
Shambrook, W. D., & Co. 108
Sherwin-Williams Co. 145
Schrader, A., & Son, Inc. 186
Schulz Manufacturing Co., Ltd. ... 102
St. Mary's Wood Specialty Mfg. Co. 26
Sheffield Twist Drill Co., Ltd. 32
Sheet Metal Products Co., of Canada, Limited 11
Shurly Co., T. F. 50
Shurly-Dietrich Co., Ltd. 52
Speilman Agency 186
Slater, N., Co., Ltd. 100-101
Spramotor Co. 159
Starrett Co., L. S. 25
Steel Company of Canada 9, 115, 122, 189
Steel Trough & Machine Co. 50
Stevens-Hepner Co., Ltd. 147
Stephens & Co., G. F. 155
Stevens & Company 186
Sterling Twine Co., Ltd. 191
Sturgeons Limited 137
Still Manufacturing Co., J. H. ... 53
Stratford Brass Co. 52
Stratford Mfg. Co. 48

Taylor, J. J. Co., Ltd. 171
Toronto Plate Glass Importing Co. . 153
Taylor-Forbes Co., Ltd. 45
Trees & Co., Samuel 29
Trimont Manufacturing Co. 48

United Royalties Corporation 44
United Brass Founders, Engineers, Ltd. 42
Union Iron & Metal Co. 46

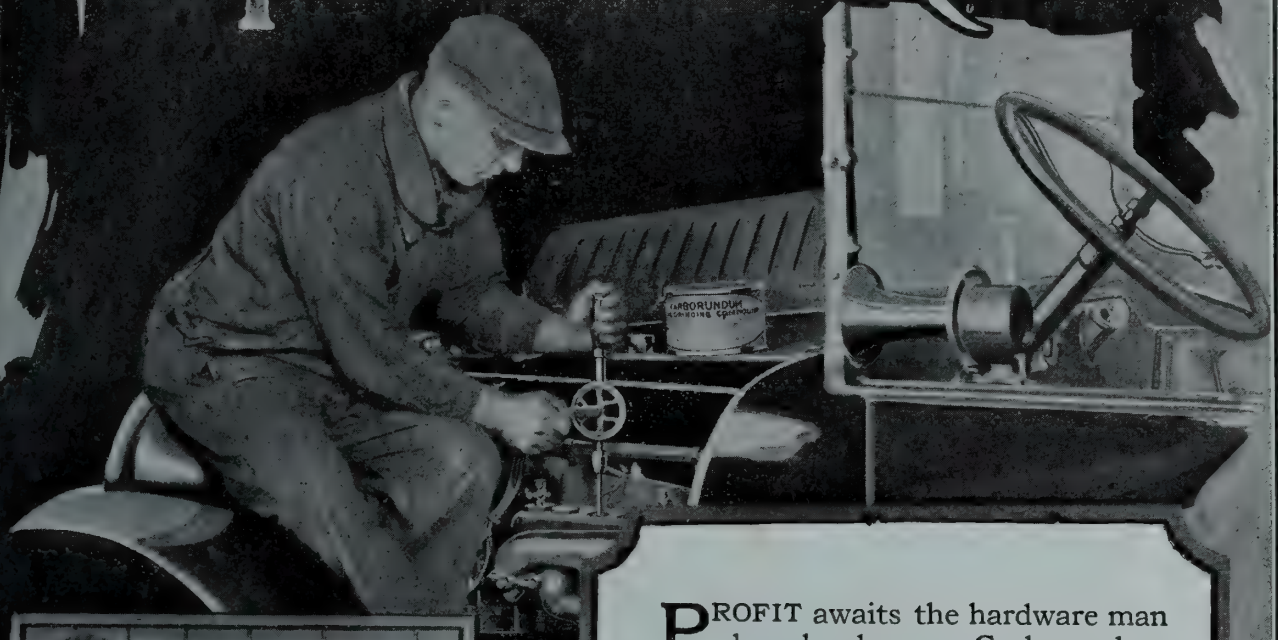
Vaughan-Bushnell, Ltd. 54
Vol-Peek Manufacturing Co. 26

Want Ad. Page 190
Western Hardware Mfg. Co. 46
Warren Tool & Forge Co. 52
Wausau Abrasives Co. 191
Wentworth Manufacturing Co. 124
Whites Limited 5
Wiebusch & Hilger, Ltd. 60
Wilkinson & Kompass 111
Wilckes-Martin-Wilckes 191
Williams, J. H., & Co. 167
Western Hardware Mfg. Co. 46
Woods & Co., Walter 48, 107
Wrought Washer Co. 46

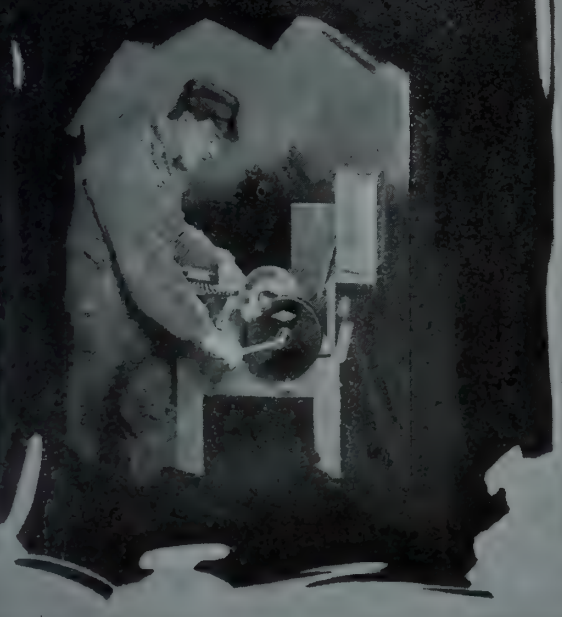


If interested tear out this page and place with letters to be answered.

CARBORUNDUM IN THE GARAGE







PROFIT awaits the hardware man who develops a Carborundum business among the garages. Every garage has use for all of these Carborundum Products—

Carborundum Valve Grinding Compound for grinding all motor engine valves.

Carborundum and Aloxite Grinding Wheels for grinding tools, parts, fittings—

Aloxite Cloth for the general finishing of metals—

Carborundum Niagara Grinders for a hundred and one grinding jobs.

And right now, in the midst of the winter repair season, is the time to develop this business.

Would you be interested in our helping by sending your garage customers samples of Carborundum Compound and Aloxite Cloth?

■

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.


CROWN DIAMOND PAINTS
PROTECT, BEAUTIFY, ENDURE
CROWN DIAMOND
LIQUID PAINTS
GROUND IN PURE LINSEED OIL
Outside White
Blanc extérieur
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842
MONTREAL
The Standard of a Nation
CROWN DIAMOND
LIQUID PAINTS
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842
MONTREAL
"Save the surface and you save all"

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 9

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

FEBRUARY 26, 1921

"Save the surface and you save all" Paint & Varnish

THE SURVIVAL OF THE FITTEST

Two hundred years ago in England, Brandram discovered a process for corroding White Lead. It was found that his new method was capable of merging the material into a pigment of previously unknown smoothness. He marketed his invention with considerable success—so much so that it became the standard base for paint of every description, and it was used for interiors, exteriors, coaches, ships and every other surface, which was subject to Wear and Tear.

So, when later the early English Colonists came out to Canada

Brandram's Genuine B.B. White Lead

came with them and Canadians to-day are still using it in preference to any other make.

Many years ago we obtained this secret formula from the descendants of the original Brandram, and it is an interesting fact that even now, in 1921, the process of manufacture is identically the same as the original in the 18th Century, ours being the only patented process of White Lead manufacture that can boast of so ancient a pedigree. Its covering capacity and its durability are unrivalled the world over.

In spite of all the modern inventions, it is still the finest obtainable and is the White Lead basis of our famous B-H "English" Paint, and similar products.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



The "Half-Dozen" Idea

Some dealers sell Aladdin by the dozen — these merchants seldom let a customer go out with just one cake.

We ourselves believe you need never confine an Aladdin sale to "one cake"—we favor the idea of six cakes to a sale.

It can easily be accomplished if you and your clerks just take the trouble to point out the advantage of having a *selection* of the beautiful Aladdin Colors on hand always.

CHANNELL LIMITED ∴ TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Products.



SAMSON

FARM AND GARDEN TOOLS

are of proved quality and service.

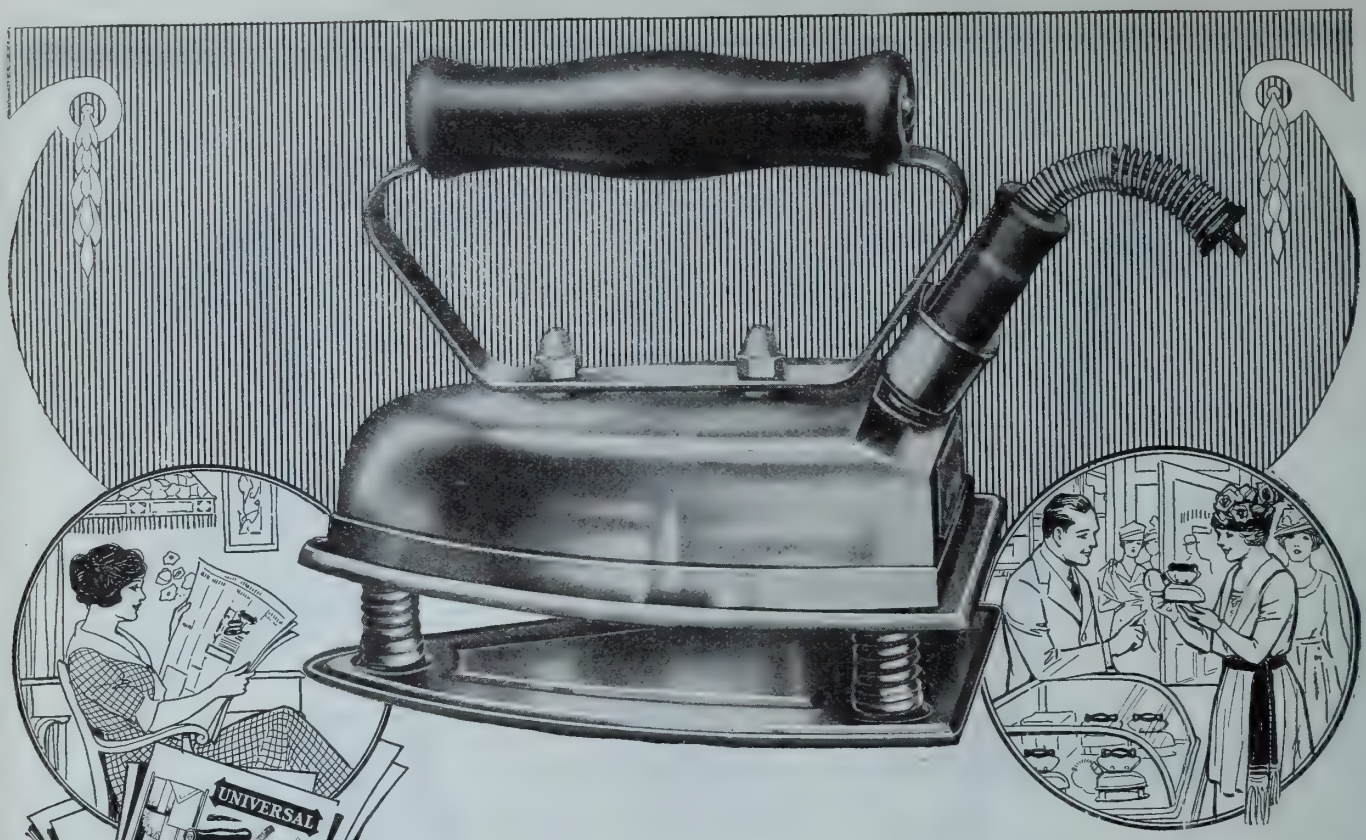
They will soon be in brisk demand.

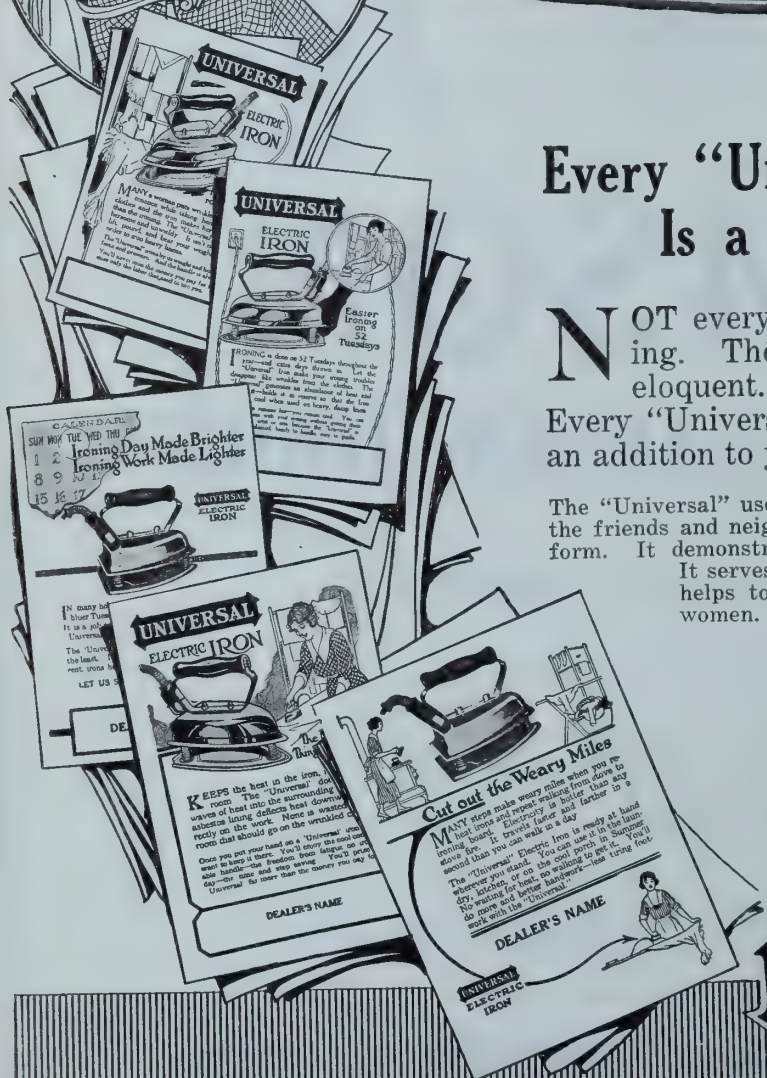
ORDER EARLY.

H. S. HOWLAND, SONS & CO. LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.





Every "Universal" Iron You Sell Is a Salesman For You

NOT every salesman employs language in selling. The "Universal" Iron is voiceless, but eloquent. It speaks the language of deeds. Every "Universal" Iron that goes into the home is an addition to your selling staff.

The "Universal" used by one woman will be seen by many women—the friends and neighbors. The iron is given an opportunity to perform. It demonstrates its quick-heating, smooth-ironing qualities. It serves as a salesman. It puts a fair price on itself and helps to make its own sale to an increasing number of women.

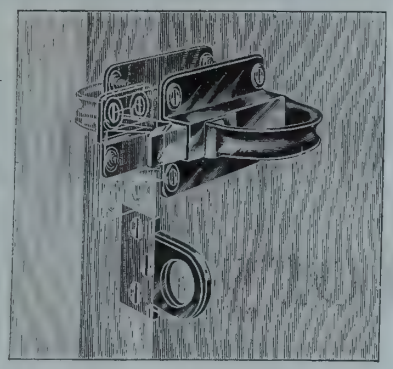
No woman can keep a good thing to herself. She talks about it, tells where she got it and what it cost. To start women talking about and looking for the "Universal" Iron, make use of Newspaper Ads, Folders, Car Cards. They're all new—all FREE. Write to-day and tell us your wants.

Canadian Representatives:
Montreal A. MacFARLANE & CO., LTD. Quebec

Landers, Frary & Clark, New Britain, Conn.

UNIVERSAL ELECTRIC IRON

If interested tear out this page and place with letters to be answered.



No. 1240

Two Latches With Selling Points That Make Sales

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

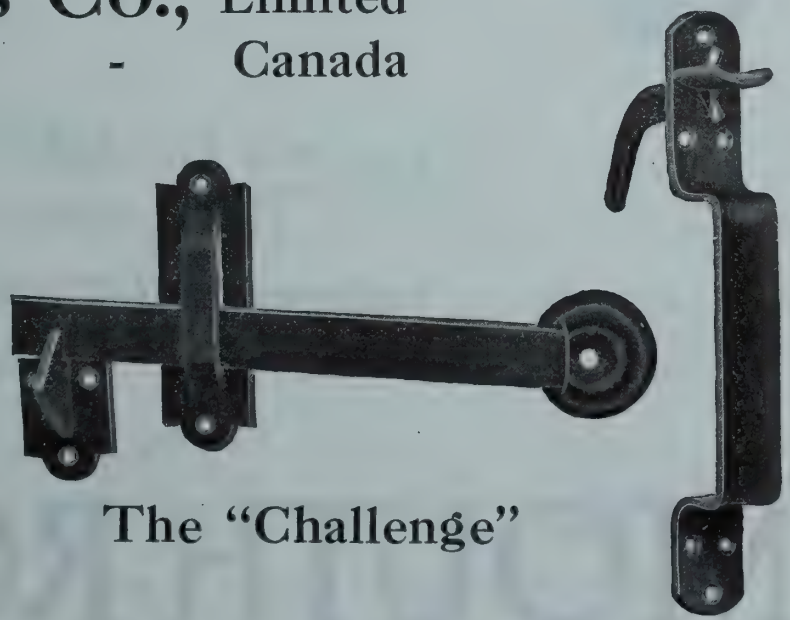
The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 190 lbs. per case.

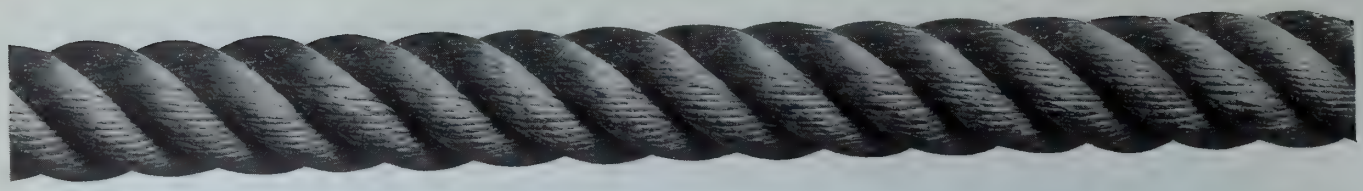
Canada Steel Goods Co., Limited

Hamilton - Canada



The "Challenge"

If interested tear out this page and place with letters to be answered.



Clothes May be All Wool and Yet be Unsatisfactory

There are many grades of wool, some good, but all are wool. The same is true of rope. There are many grades of Manila fibre, some are good. All are pure Manila.

Plymouth rope is made of grades of fibre expressly selected for the work the rope is to do. Plymouth rope is "pure Manila"—more than that it is *good rope.*

Dealers selling Plymouth rope never have "back-fires" at their Rope Department.

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co.
Limited
Toronto, Canada *Canadian Sales Agents*

PLYMOUTH ROPE

If interested tear out this page and place with letters to be answered.



Appearances Count Mightily

The successful dealer is the one who makes his store a shining example of neatness. He is every bit as jealous of the appearance of his goods as of their quality.

Imperial Floor Dressing aids the tidy storekeeper. It keeps down 90% of the atmospheric dust which is directly responsible for that undesirable, shop-worn appearance that repels the buying public.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Imperial Floor Dressing does more than reduce dust. It brightens floors and fixtures and gives them a like-new appearance that sells goods. It is the ideal cleaner and preservative for wood, linoleum or oil cloth.

IMPERIAL
FLOOR DRESSING

One gallon of Imperial Floor Dressing is sufficient for treating upwards of 700 square feet. It does not gum or evaporate, consequently one application will last for weeks.

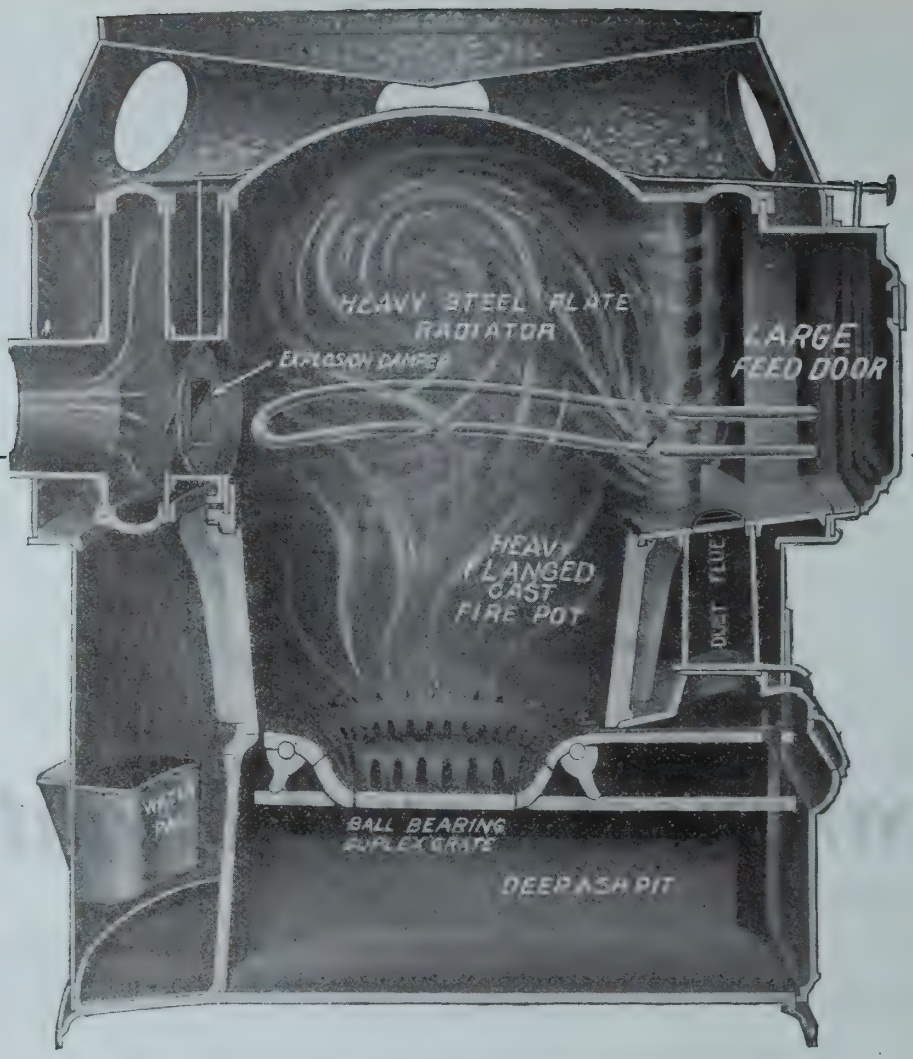
You will appreciate the sanitary, dust-killing qualities of Imperial Floor Dressing in your own place of business. It is also a profitable line for the dealer to stock.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.



THE NEW IDEA

WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

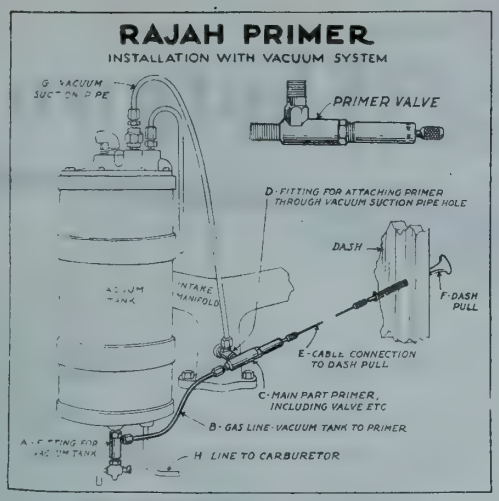
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal representative :
Mr. Charles Nichol, 614 Aylmer Street, Montreal
Vancouver—1073 Hamilton St., Vancouver, B.C.
Winnipeg—134½ Higgins Ave., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

RAJAH PRIMER



$6.50 Each With Standard Fittings

SAVING ON BATTERIES COVERS COST

The Rajah Primer is designed to add a small amount of gasoline to the regular mixture to enrich it in its flow through the intake manifold from the carburetor to the motor **without requiring the choke to be closed.** Closing the choke cuts off the needed supply of air to make the best combustible mixture. The valve is attached to the intake manifold above the carburetor, the gasoline being supplied by gravity or pressure from the regular supply system — preferably from the bottom of the vacuum tank—the quantity used being always under the control of the operator.

MAKES STARTING INSTANTANEOUS

The construction of the valve and its operation is such that a quick start is certain under all conditions of weather—thus reducing the strain on both starter and batteries. Also through the valve a small amount of gasoline can be fed drop by drop into the intake to heat up the motor, until the carburetor begins to function properly. The "Rajah" reputation is behind this product, which is sufficient guarantee that in so far as accuracy and care in workmanship are concerned this device is as nearly perfect in every detail as it is possible to make it.

The Rajah Primer is manufactured under U.S. Letters Patent.

RAJAH SPARK PLUGS



½" No. 2

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug ...$1.25
Price, Porcelain .60

Race drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant.

Also ½", ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".

A big, sturdy heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines. Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .70

RAJAH TERMINALS



Regular.
Fits any size cable.



Thumb Nut.
With all Rajah Plugs unless otherwise ordered. Also Ball and Stud Adapters.



Thrust.



Hook.



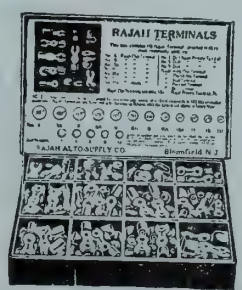
Primary.

The Rajah Thrust, Hook and Primary Terminals are furnished with ferrules to fit any size cable.



Silent Salesman Card.
24 Rajah Thumb Nut Terminals.

Gives the great convenience of a clip connection on Chandler, Cleveland, Dodge, Essex, Ford, Haynes, Hup, Hudson, Lexington, Maxwell, Mitchell, Packard Twin Six, etc., and many trucks and other motors having spark plug wires fitted with ring terminals.



Box Assortment Rajah Terminals, with the styles and sizes mostly used.



Silent Salesman Card.

20 Rajah Safety Nipples.

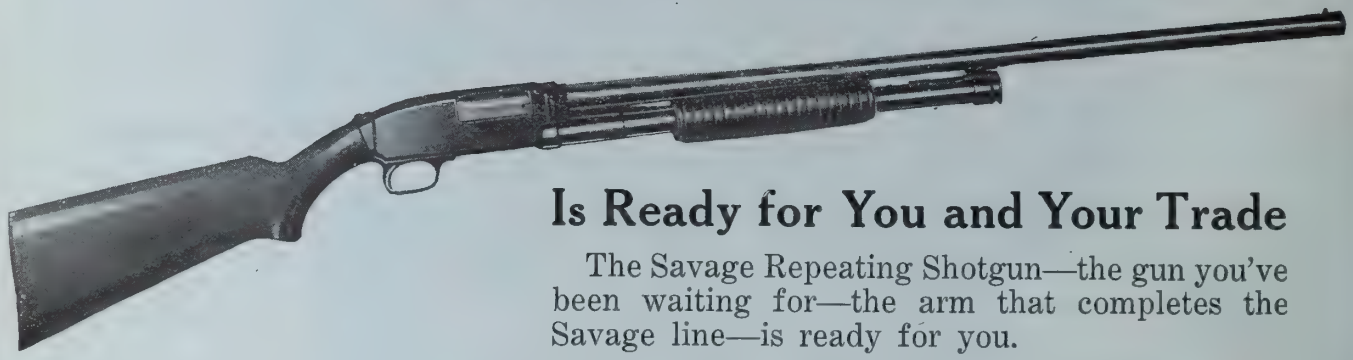
RAJAH AUTO SUPPLY CO., Bloomfield, N.J.

Canadian Distributors:

The Canadian Fairbanks-Morse Co.
The Northern Electric Co.
Wood, Vallance & Leggat
The Motor Car Supply Co.
Motor Products, Ltd.
Bowman Bros.
J. H. Ashdown Hardware Co.
Millens B. C. Ltd.
Marshall Wells Co., Ltd.
John Millen & Sons, Ltd.

If interested tear out this page and place with letters to be answered.

The SAVAGE Repeating Shotgun



Is Ready for You and Your Trade

The Savage Repeating Shotgun—the gun you've been waiting for—the arm that completes the Savage line—is ready for you.

There was a demand for a Shotgun which would combine in design and workmanship, in convenience and reliability, in safety and performance, the Savage Quality to which Shooters and Distributors have so long been accustomed.

And there was only one way to make good—to produce a Shotgun that could honestly take its place with the Savage Line of Rifles and Pistols—a quality arm for a quality line.

Do not fail to stock this Savage—the most up-to-date Shotgun on the market to-day.

You will find that there is a big demand for this gun **now.**

Write us for descriptive matter and illustrated booklet on this new model.

POINTS ON THE NEW SAVAGE REPEATING SHOTGUN

Positive top tang safety — when gun is not cocked, safety cannot be applied, thus serving as an indicator that gun is not cocked.

Cannot be taken down with live shell in the barrel.

Magazine tube and action bar may be locked when taken down by turning down the magazine lever.

Impossible to turn the magazine into locking position unless the magazine tube is fully home, thus preventing looseness between barrel and receiver and insuring the proper sequence of take down and assembling operations.

Steel ferrules at both ends of action slide handle giving increased strength and rigidity.

SPECIFICATIONS:

Model 1921 Savage Repeating Hammerless Solid Breech, Solid top-side ejection, take-down, standard 12 gauge, 30 inch High Pressure Smokeless Steel Barrel, Pistol Grip, Positive top tang safety, moving parts enclosed, receiver channelled and matted in line of sight, weight 7½ lbs.

Regularly furnished in 30 inch barrel, full choke or with 26, 28 and 32 inch barrels, either modified choke or cylinder bore when specified.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK

Executive and Export Offices: **50 Church St., New York**

Owners and Operators of
J. STEVENS ARMS CO., CHICOPEE FALLS, MASS.

SAVAGE

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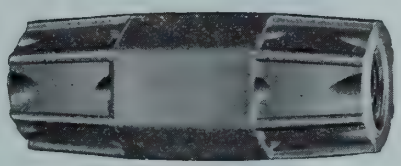
Welded and Forged—
A Solid Coupling

No Wrench slips on
the Perfect Hex

Demon Grip

Welded Steel

Pump Rod Couplings



From his own point of view there are several excellent reasons why the hardware dealer who serves rural communities should recommend and sell the new DEMON GRIP Steel Pump Rod Coupling. Of course the dealer's convenience is not the only thing that makes goods move, but if you agree that a Pump Rod Coupling of the following description is easier to sell than anything you have previously sold, and that it will give your customer the best service, then ask your jobber's salesman to send you the new DEMON GRIP.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

It's the best buy and therefore a good seller.

Manufactured by

Edward E. Johnson, Inc.

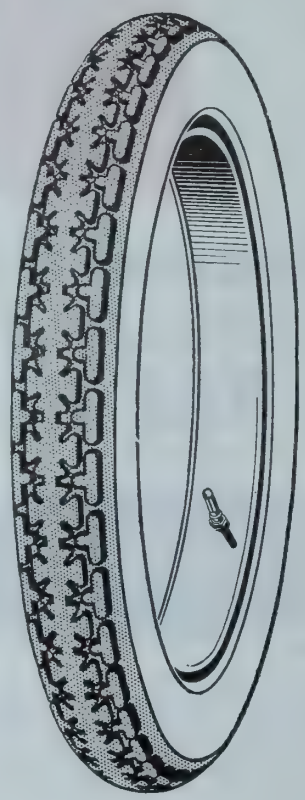
2304 Long Avenue

St. Paul - Minn.

If interested tear out this page and place with letters to be answered.

"Gutta Percha" Tires
CORD and FABRIC

The dealer who sells "Gutta Percha" Tires, Cord and Fabric, does not have to spend all his time persuading people to buy them—they ask for them. There are no bad points to talk down, for in appearance and performance "Gutta Percha" Tires are as near perfection as human means can make them.



The record of "Gutta Percha" Tires is well known. Year-round, coast-to-coast advertising keeps it before the public. Every tire is up to standard and the dealer need have no hesitation in personally endorsing them, for the tires will make him new friends.

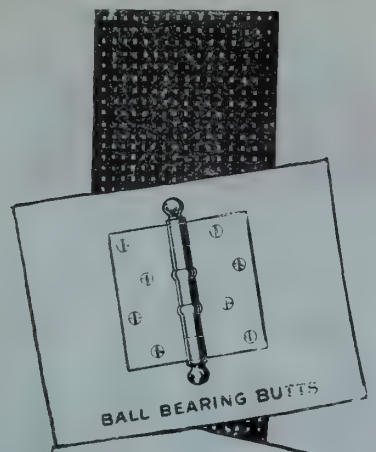
"Go as far as you like on 'Gutta Percha' Tires"

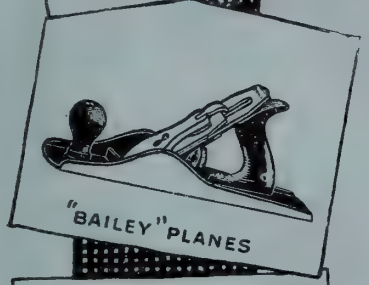
Gutta Percha & Rubber, Limited

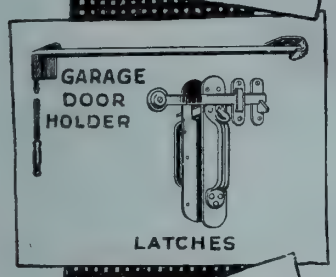
HEAD OFFICES and FACTORY: TORONTO

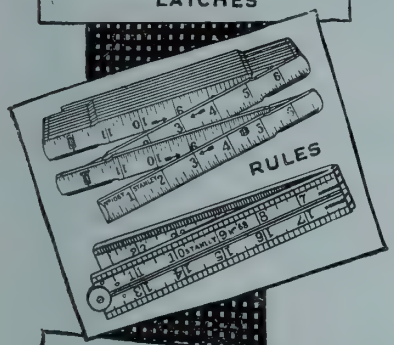
Branches in Leading Canadian Cities

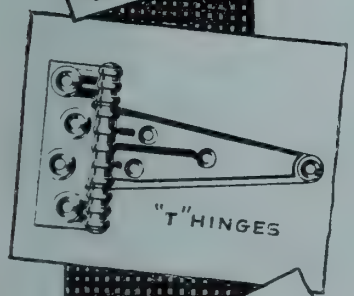
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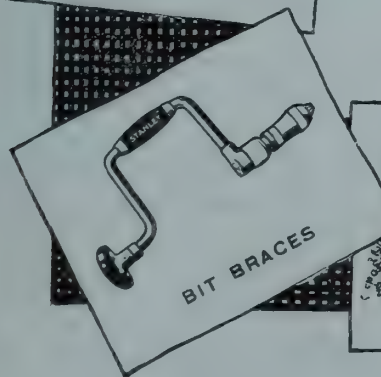


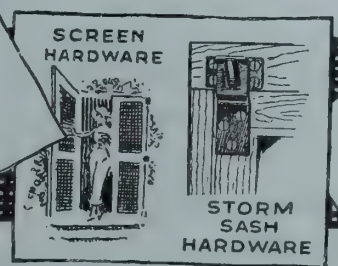




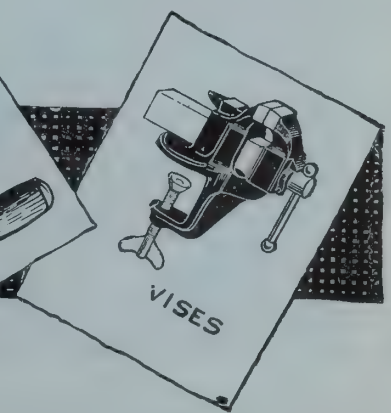












Our New Trade Mark!

STANLEY

S.W.

A Guaranteed Purchase

TO the customers of your store who are interested in

Wrought Steel Hardware and Carpenters' Tools

The Stanley Works are going to talk consistently during 1921 through such magazines as the

American Magazine	**Popular Mechanics**
Literary Digest	**Popular Science**
House & Garden	**Motor Life**

and other general publications.

An advertisement similar to this will be shown in the above publications during the month of March. It tells the reader that the two Stanley lines of products are now manufactured by one and the same concern; both manufactured for permanence and are dependable products to purchase from your store.

—Sell Both Lines—

THE STANLEY WORKS

Main offices and plant:
NEW BRITAIN, CONN.

Branch offices: New York Chicago San Francisco
Los Angeles Seattle Atlanta

If interested tear out this page and place with letters to be answered.

"I'LL TELL CANADA"



An advertising campaign in the leading farm journals and newspapers, covering every province, will carry the CaloriC message of comfort and economy throughout the Dominion in 1921. CaloriC advertising and sales co-operation is a most valuable asset to the CaloriC dealer.

If interested tear out this page and place with letters to be answered.

CALORIC PIPELESS FURNACE IN CANADA

The CaloriC is the same heating plant that is such a phenomenal success in England and other European Countries, in Alaska and the United States; hundreds of Calorics also have been installed in the Dominion of Canada.

OPPORTUNITY FOR DEALERS

Thousands of prominent merchants in different countries have found the CaloriC the nearest to 100% satisfactory of any article they have ever sold, and with many it has rapidly developed into the biggest asset of their business.

The CaloriC has these distinct advantages from the merchandising standpoint:

A simplified warm-air heating system with a market in almost every home—also a vast market in heating stores, churches and other buildings.

Low in cost and easily and quickly handled with small capital.

Dealer profits that are exceptionally attractive.

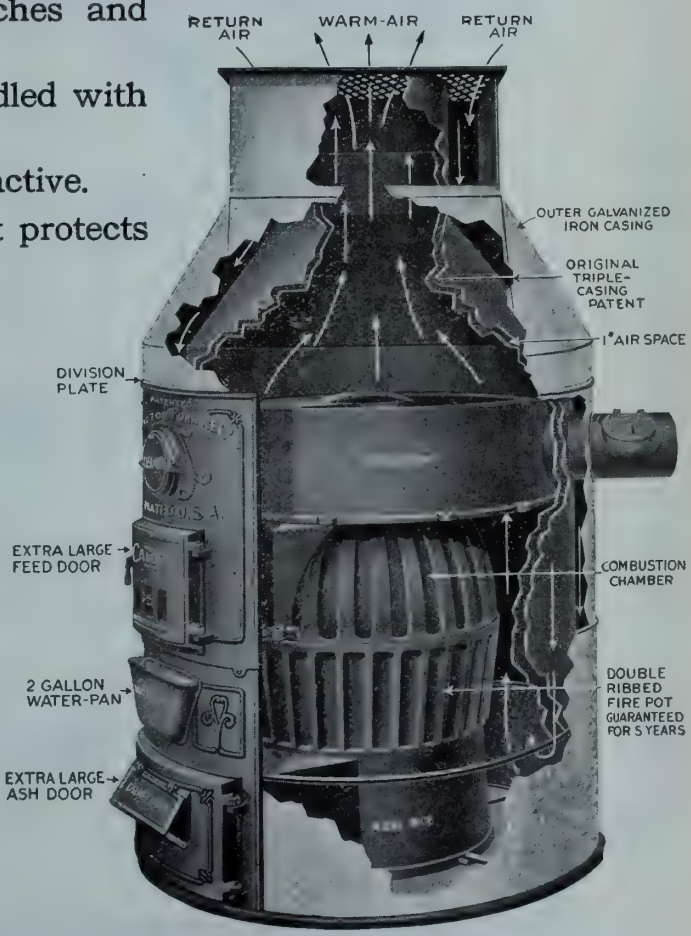
Sold under a Moneyback Guarantee that protects both seller and buyer.

Proven and perfected through years of service—over 125,000 Calorics in use.

Selling season every day in the year. Exclusive selling territory.

Backed by the whole-souled co-operation of one of the most successful selling organizations in the world.

For details of the CaloriC opportunity, write or wire today to



THE MONITOR STOVE CO., LIMITED

203-Q Hobberlin Office Bldg., 9 Richmond Street
Toronto, Ontario

DISTRIBUTING POINTS

Toront Winnipeg Vancouver Quebec St. Johns
Charlottetown Saskatoon

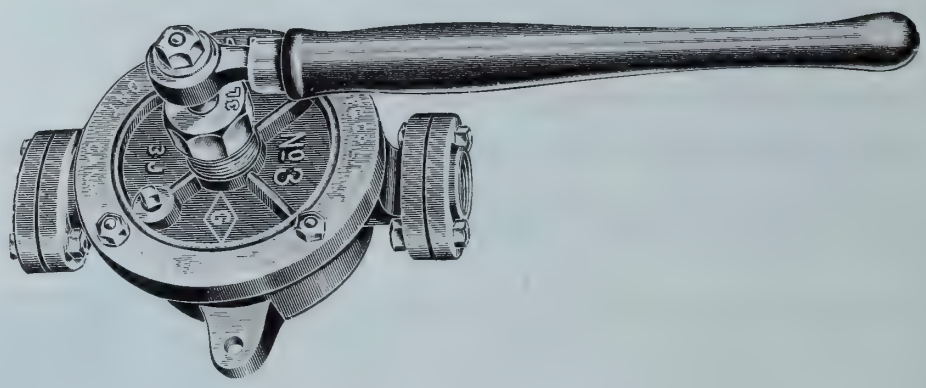
DISTRIBUTORS

British Columbia—McLennan & McFeely, Vancouver
Quebec—P. T. Legare, Ltd., Quebec
Alberta and Saskatchewan—The Canadian Supply Co., Ltd., Saskatoon

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

IF YOUR TROUBLES ARE LIQUID



LET RED WING HANDLE IT

Now Naming Reduced Prices

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



Story for Week Dated Feb. 26, 1921 Being No. 46 in the Series

Making E. B. Eddy Company Indurated Ware Products

TO find Eddy Company indurated ware in its first manufactured form at the plant you would have to visit the pulp mills which you have already read about. Here in the form of mechanical pulp and sulphite pulp the substance of the indurated ware exists, awaiting the hot ordeals by which it will become pails and tubs, and buckets and fibre washboards, etc.

The pulp in consistency to flow freely through pipes, is pumped to the indurated ware factory. Here it pours into a beater not unlike those which are found at the paper-making plants. In the beater the pulp undergoes a very thorough mixing to comb out the fibres, and put them in order to join firmly in the solid texture of the ware.

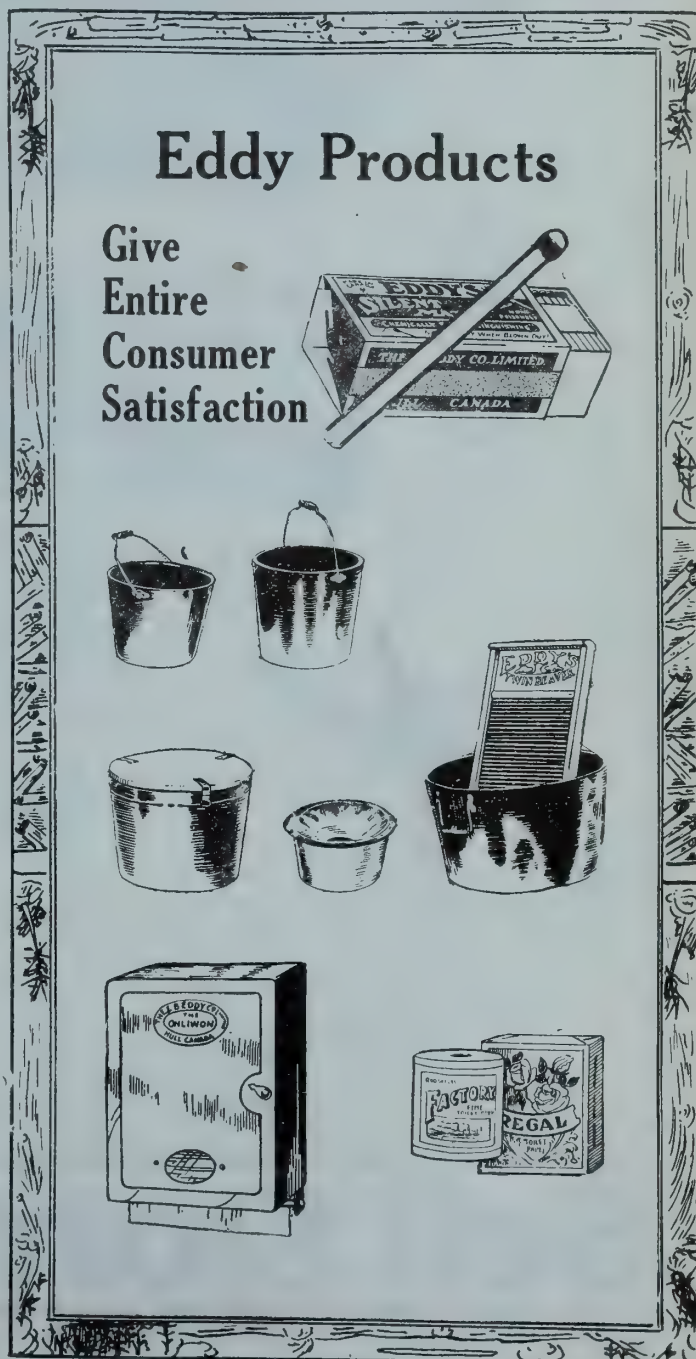
From the beater the pulp is pumped to a battery of powerful hydraulic presses specially devised for the manufacture of each particular indurated ware article. Pails, tubs, buckets, etc., are formed over a core of perforated brass, which is further covered with cheesecloth before the pulp flows into place around it. The outside mould of the machine is also of brass, and a pressure of from 200 to 2,000 pounds per square inch can be applied.

Under this tremendous pressure the pail or tub takes shape. It is released from this press after due time, and proceeds to the hot press, where it gets the impress of the firm name applied as well as further pressure to improve its qualities. It is dipped in special varnish-like composition to make it impervious, buffed off to smooth down any imperfections, and baked in a kiln to dry it. Three dippings and if need be four, and a baking after each dipping, guarantee for Eddy Co. indurated ware perfect quality. Handles are fitted after the baking has been done.



Eddy Products

Give Entire Consumer Satisfaction



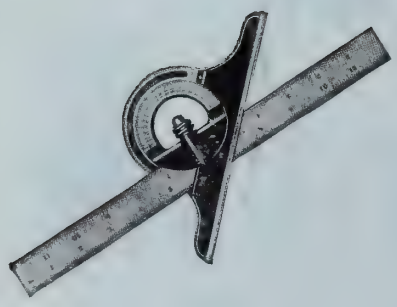
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Is the Tool He Should Have Included in Your Stock?

For laying out work machinists have a choice of a dozen Bevel Protractors, as well as three Universal Bevel Protractors, and twelve Combination Sets—all of Starrett make.

Four of these tools—one of which this machinist should have—are most commonly used in determining angles such as the one pictured.



Can you supply the tool this man should be using? Compare your stock with Catalog No. 22 "M.A."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-153

STARRETT TOOLS — STARRETT HACK SAWS — CUT QUICKER LAST LONGER

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Order No. 1920 THERMOS Assortment NOW



No. 14.
$3.00.

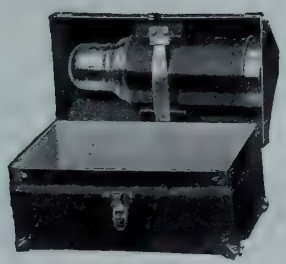




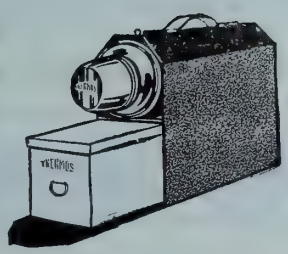
No. 11.
$2.50



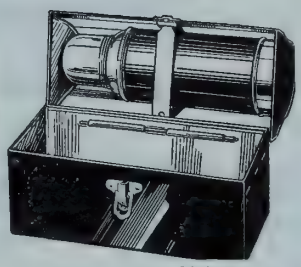
No. 15.
$4.25.



No. 400. $4.50



No. 416. $4.50



No. 396. $4.50.



No. 61C.
$1.50.

No. 402 Kit same as No. 400 only with No. 14 Bottle. No. 397 Kit same as No. 396 only with No. 14 Bottle.

25 Pieces of Popular Selling Thermos Lines (*Including Refills*)

3 No. 11	Bottles	@	$2.50	$ 7.50
1 No. 11Q	"	@	4.25	4.25
4 No. 14	"	@	3.00	12.00
2 No. 14Q	"	@	4.75	9.50
2 No. 15	"	@	4.25	8.50
1 No. 15Q	"	@	6.00	6.00
1 No. 400	Kit	@	4.50	4.50
1 No. 402	"	@	5.00	5.00
1 No. 416	"	@	4.50	4.50
2 No. 396	"	@	4.50	9.00
1 No. 397	"	@	5.00	5.00
4 No. 61C	Refills	@	1.50	6.00
2 No. 61QC	"	@	2.75	5.50
25 Pieces			TOTAL RETAIL VALUE....	$87.25
			SPECIAL DISCOUNT 25, 10 and 5% DEALERS' PRICE	55.96
			PROFIT to DEALER....	$31.29

This assortment is a Popular One with Druggists and Hardware Dealers.

Order now—from your Jobber or direct—and make a good window display.

With each assortment we give the window display cut-out shown above, also newspaper advertising cuts when requested.

USE THIS ORDER FORM NOW

To THE THERMOS BOTTLE CO., LIMITED, 146 West Wellington St., Toronto, Ont.

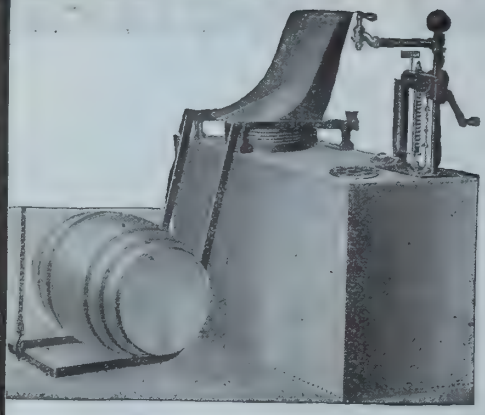
Please send me at once one No. 1920 Assortment of Thermos Products, by express—freight (indicate which).

Name .....

Address .....

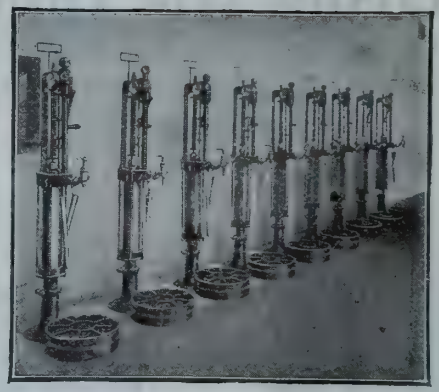
If interested tear out this page and place with letters to be answered.

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices In All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson

SYDNEY
5 Castlereagh Street



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.

Ask Your Jobber.

P X H

IMPERIAL

INGERSOLL

If interested tear out this page and place with letters to be answered.



For Three Generations
THE FIRST CHOICE
In the Tool Room and on the Manufacturing Floor

Brown & Sharpe

Machinists' Tools

Keep Catalog 28 at hand.
May we send you a copy?

Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

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Sap Buckets and Spouts

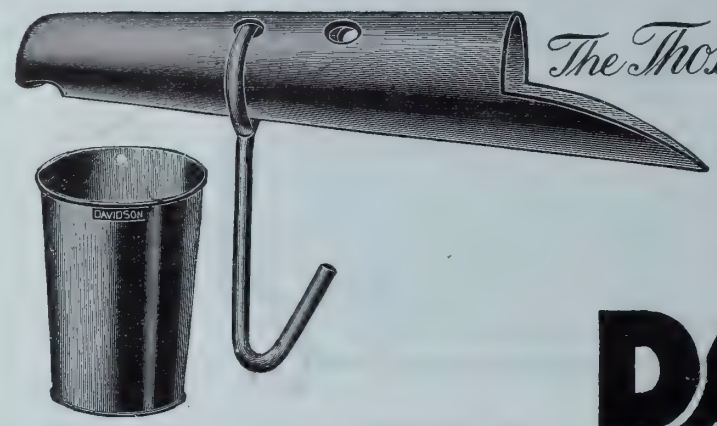
How about Stock *For* Spring Trade?

Have you anticipated your requirements for the Spring yet? Many lines will need restocking—this week we draw your attention to Davidson's Sap Buckets and Spouts, which are big sellers on account of their quality and reliability.

Sap Buckets are stocked in plain tin, terne plate and galvanized iron—in all sizes. These galvanized buckets are very durable because they are rustless—they are made of black sheets and galvanized by hot process, thereby ensuring well-filled seams, which leave no place for moisture to lodge and corrode.

The "Sterling" Leaded Spout is also rustless, and, consequently, is a far superior article on account of being less harmful to the tree than other makes.

An inquiry will receive prompt attention.



The Thos. Davidson Mfg. Co. Limited

Head Office: MONTREAL

Branches:
TORONTO WINNIPEG

Steel Foundry Division
Lachine Canal, Turcot

DAVIDSON

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

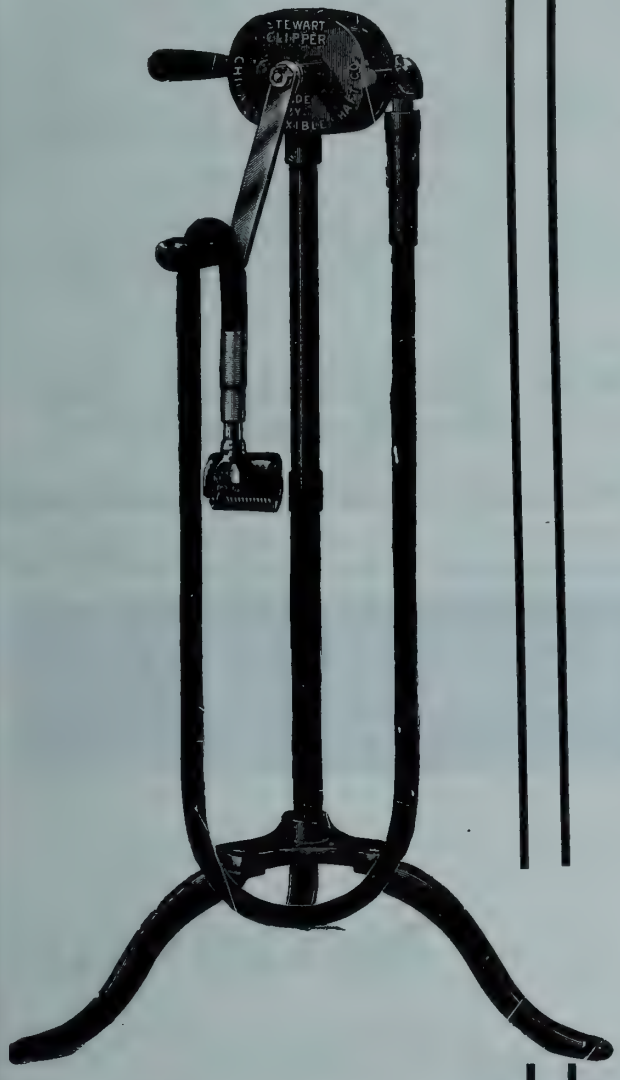
HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

There is Good Business

For You This Spring in

STEWART NO. 1
Horse Clipping Machines



Talk Spring horse clipping to every horse owner who enters your store. Many of them are readers of live stock or farm papers and already know the benefits of Spring clipping.

A clipped horse dries out quickly, rests comfortably, and is eager for work next day. He is safe from heaves, pneumonia, colds, rheumatism, etc. Having no long hair to hold moisture, he gets nourishment from his food instead of its going to create extra heat as in the case of horses with a mass of cold, wet hair. Clipping is as necessary as shoeing or good bedding, and horse owners appreciate it to-day.

Get in touch with your jobber at once so that he can supply you when you want the machines —in time for Spring clipping.

Made in Canada

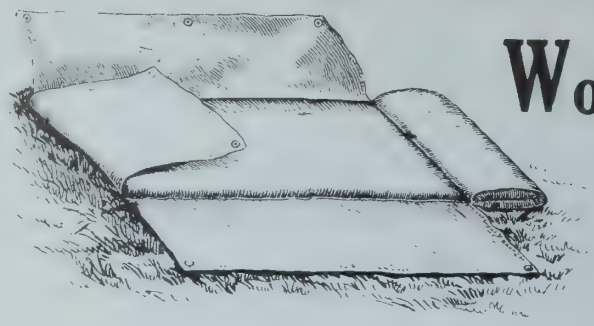
Retail Prices

Eastern Canada - - $14.00
Western Canada - - $14.50

Attractive Cards for Window Display.

Flexible Shaft Company
LIMITED
349 Carlaw Avenue
Toronto, Canada

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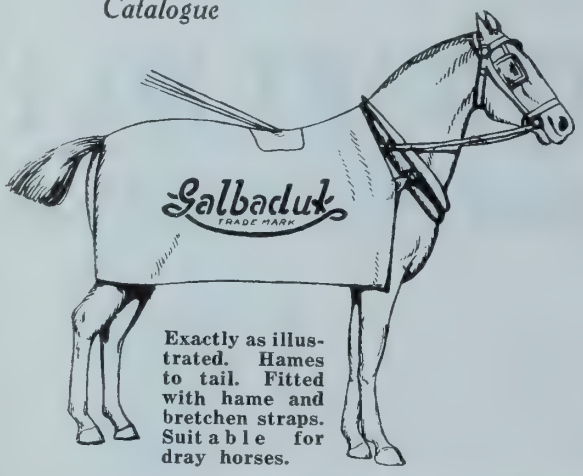


Woods Sleeping Tarpaulins

Make Profitable Sales

Carefully made of waterproof duck, this comfortable sleeping tarpaulin is suitable for camping parties of almost any description. Durable and efficient, this tarpaulin gives a service that satisfies, and brings the dealer new and many friends. The Woods Sleeping Tarpaulin can be used as a roll-up, bedsheet or sleeping kit. Absolutely watertight and easily packed with the aid of a tump-line. Blankets are kept perfectly dry and the pocket-forming pillow is a most handy receptacle for holding changes of underwear and other necessities of camp life.

Write for Catalogue



Exactly as illustrated. Hames to tail. Fitted with hame and bretchen straps. Suitable for dray horses.

Galbaduk Storm Covers

Storm Covers for horses are all-year necessities, therefore all-year sales-makers. These dependable covers are made of Galbaduk, a water- and mildew-proof product of our own factories. Strong and well made, they give their owners years of service. We also make Tents, Flags, Tarpaulins, Mackinaw Clothing and Jute and Cotton Bags, Camp Furniture, etc.

Woods Manufacturing Co.

OTTAWA, CANADA

HOW HAVE THE MIGHTY FALLEN!
MASTODON, PTERODACTYL, TRICOTEROPS—
SUCCUMB TO NATURE'S UNDYING LAW

THE SURVIVAL OF THE FITTEST

SO ALSO IN OUR DAY HAVE THEY FALLEN. IN DOMESTIC SCIENCE, IRON WARE, TIN WARE AND ENAMEL WARE—ALL HONOR TO THEIR MEMORY—HAVE BOWED THEIR WAY OUT BECAUSE THEY COULDN'T COPE WITH OUR MODERN REQUIREMENTS OF REFINEMENT AND SANITARINESS IN WHICH ONLY

ALUMINUM WARE IS SUPREME

"WELLWORTH" *Better Quality* ALUMINUM WARE

Write for a Copy of this Free Window Display Card

WENTWORTH MFG. CO.

HAMILTON, CANADA

Write for particulars of our 12 new lines, shown at Hamilton Convention

---

THE CONSOLIDATED PLATE GLASS CO OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

Headquarters for

Special Glass

for Lighting Dark Store Interiors.

THE BEST PG IN GLASS

Zouri

Safety Set

Metal Store Front Construction

Send for Catalogue

If interested tear out this page and place with letters to be answered.

Morrison Valves



Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West **TORONTO, ONT.**

Samuel Trees & Co., Limited
Mfrs. of Harness, Saddlery, Horse Blankets
42 Wellington St. East, Toronto



Imperial Brand

HORSE BLANKETS

Of the same high standard that has made Imperial Brand so popular, with special attention paid to the quality of the lining.

New Patterns in Jute, Duck and Kersey

Our travellers are on the way with them. Ask to see these new blankets.

Write for Prices

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA METAL STAMPING CORPORATION
Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Cperating Vol-Peek Mfg. Company)

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



If interested tear out this page and place with letters to be answered.

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.



(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.
PHILADELPHIA - PA.

Carrying on a Tradition

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

are being made to-day in accordance with a reputation for quality covering over fifty years.

We are so proud of their position that we would not permit their quality to be lowered.

Their high quality and easy sales mean large and steady profits to the dealer.

Made in Canada by

Nicholson File Company
Port Hope - Ontario

Our large reserves make a prompt re-stocking easy

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'

AND

Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

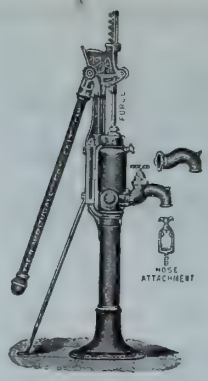


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

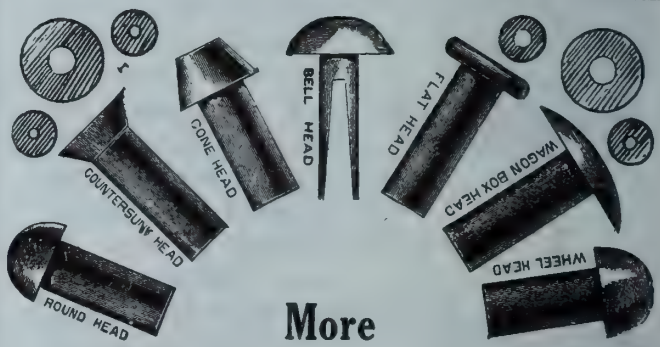


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

If interested tear out this page and place with letters to be answered.

TANKS OF ALL KINDS



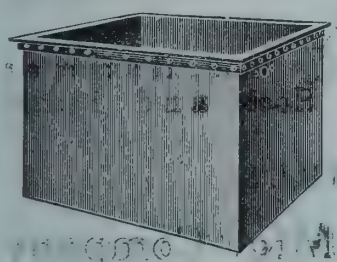
ROUND STEEL WELDED TANKS

Top End Open

Made any gauge iron from 20 G. to ¼" plate, welded throughout (making them practically one piece), these tanks are guaranteed to be absolutely leak-proof. The welding process makes this guarantee possible. We specialize on heavy tanks for manufacturers, finished round top with heavy angle steel if desired.

SQUARE STEEL WELDED TANKS

Another leak-proof, one-piece tank of similar quality to our Round Tanks; finished around top with heavy angle steel and the larger ones with extra cross and upright braces. Any size tank or pipe fittings can be supplied.



Also Air Pressure and Gasoline Tanks

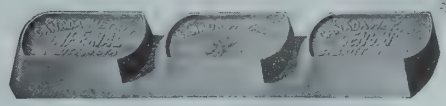
Write for price lists. We also make baths, dairy equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.

TWEED, ONTARIO, CANADA

WHY EXPERIMENT ?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Projection.

No. 67—Cast Iron, 3 in.
No. 77—Cast Brass, 3 in.
No. 69—Cast Iron, 4 in.
No. 79—Cast Brass, 4 in.

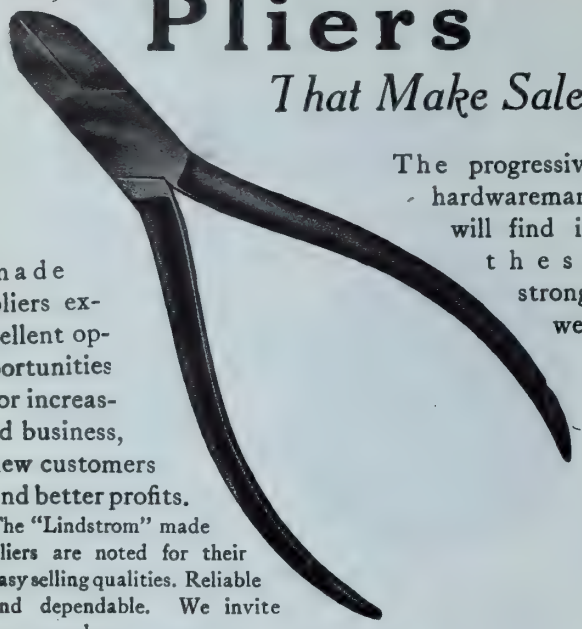
HAT AND COAT HOOKS

The above illustration is one of eighteen varieties which you should stock. Write for prices and be convinced that you should buy *our* line.

TORONTO LOCK MFG. CO.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:
F. E. Lindstrom
SWEDEN

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Why You Should Sell

TRADE MARK
Ventiplex
PADS

Because they can be absolutely depended upon to fully protect horses' shoulders from the effects of ill-fitting collars.

Because they are well made from a compound of Indian Rubber fibre, soft wool and hair, and equalize the strain of heavy pulling.

Because the demand for these collar pads is increasing and every sale you make means a satisfied customer and a liberal profit for yourself.

Ventiplex Pads are quick sellers—it pays to push them.

The Burlington Windsor Blanket Co., Ltd.
Toronto Ontario

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.
Hamilton and Winnipeg

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A Tip to Tackle Dealers

Steel Rods Fishing Tackle Dealers would do well to send us their orders for steel fishing rods without delay, so as to assure timely delivery. The entire output of the steel rod manufacturers has been oversold for some time.



The Sign of Quality



The Sign of Quality

We have all sizes, lengths and qualities of steel rods now in stock, ready for immediate delivery. The best values in the market to-day.

Send fishing rods in need of repair to the Canadian headquarters for high-grade fishing tackle of all kinds—

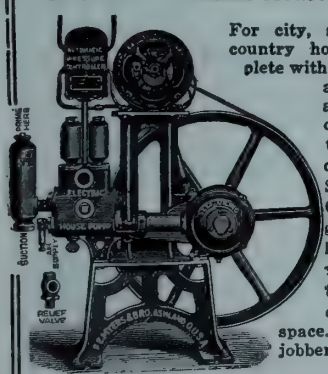
Allcock, Laight and Westwood Co.

Tackle Exclusively **Limited** **Established 1800**

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Branches throughout the world.
Our goods are sold by leading dealers everywhere.

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

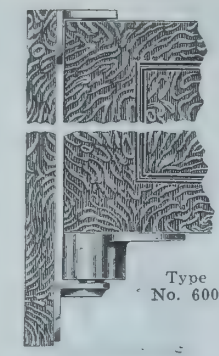
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London Rolling Mills Co.

LIMITED

LONDON, CANADA

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TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.

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No matter if the gate is **heavy or wide, it will swing it easily,** without **sagging.**

The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.

Backed by a world-wide reputation.

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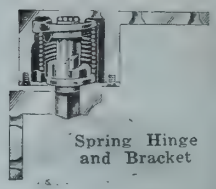
CHICAGO NEW YORK

Send for Catalogue 36



Top Pivot

Top Socket



Spring Hinge and Bracket

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The Sterling Twine Company, Limited

Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

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HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use—aluminum, wood, and brass-bound, in many sizes and styles.

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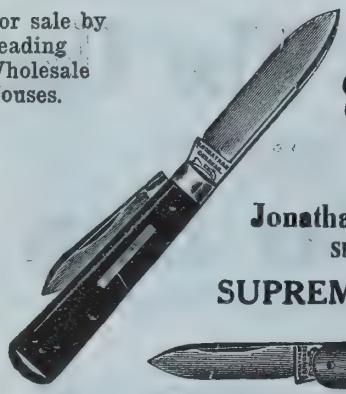


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EMPIRE LEVEL MFG. CO.

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For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

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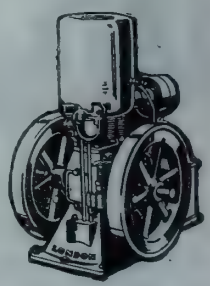
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Every piece of material, the best grade.

Every man employed in the construction, an expert mechanic.

Every ounce of horse power.

We will not only replace any defective part which may be returned to the factory during the entire life of any London Engine, but if, at any time, our engine falls down on the claims we have made for it, we will return the purchase price.



London Gas Power Co., Ltd.

29 York St. London, Canada.

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**

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Manufacturers of

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Nuts
Rivets
Spikes
Wire Nails
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Fence Staples
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Rounds
Squares
Flats

MONTREAL, QUE.

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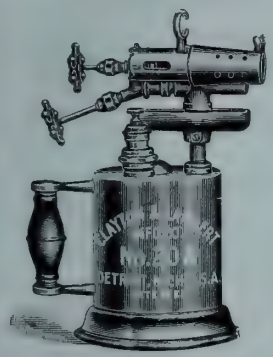
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A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., LIMITED TORONTO



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Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

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Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
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Harvest King

Let the Engine Turn the Grindstone

CLEVELAND TRADE MARK GRINDSTONES

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.

Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.

Our HARVEST KING POWER GRINDSTONE gives extra good service.

THE CLEVELAND STONE CO. - CLEVELAND, OHIO

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1921—The Return to Normal

The holiday trade is over and buying has settled down steadily to its normal gait—a gait with which none of us has reason to be dissatisfied.

Judged by pre-war standards, business is running at a merry clip and that is all we can ask. It was the pre-war years that built businesses to stay.

Haphazard, irresponsible buying is finished. The year 1921 sees neither a slump nor the indications of one—merely the return to the normal.

Nothing is more in tune with the times than the

GILLETTE
Safety Razor

the steady, all-the-year-round seller that sold to the public for $5.00 before the war, through the war and remains the same to-day.

The Gillette Safety Razor is well advertised; it is more than half sold when your customer comes to you; it delivers service and satisfaction far beyond its price; it brings your customers back to you when new blades are needed; it affords you a generous profit without risk.

Gillette Safety Razor Co. of Canada, Limited
73 St. Alexander Street, Montreal, P.Q.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, FEBRUARY 26, 1921 No. 9

CONTENTS

Questions re Income Tax Statement 35
What's the Use of Weights and Measures Officials—Little Response to Lower Steel Prices 36
Farmer Customers Buying Generously 37
Developing Trade in Decorative Burlap 38
Explains Recent Firearms Legislation—Sees Brisk Hardware Business Ahead 39
Editorial Comment 40
Retailers' Relations With His Banker—News of Western Canada ... 42-43
Events of the Trade 44-45
Catalogs and Booklets—Trade Inquiries 46
Big Future for Steel in Canada—Twenty Years Ago 47
New Hardware Goods 48
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburg 49-55
Getting the Ear of the Paint Prospect 56
Decline in White Lead—Per Capita Consumption of Paint Is Low 58
An Argument for More Painting 60
Weekly Paint Market 62-64

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GEO. D. DAVIS, Manager.

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You know—you just feel certain—that Quality exists in every New Canadian Beauty Electrical Appliance.

You can ***feel*** the Quality with your eyes shut. Open your eyes and you can ***see*** the Quality—in the sparkle of the highly polished nickel and in the trim, graceful lines.

The New

Canadian Beauty Electrical Appliances

For strength and construction nothing suits the New Canadian Beauty Line better than a shop test. Take one of our Toasters, for instance, and two or three of other makes. Go over them all point by point, and you will find that the New Canadian Beauty Appliance will score every time.

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LIMITED

Head Office and Work: Renfrew, Ont.

BRANCH OFFICES:
29 Richmond St. West, TORONTO, ONT. 803 Lindsay Bldg., WINNIPEG, MAN



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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, FEBRUARY 26, 1921 No. 9

Questions Re Income Tax Statements

No Allowance Made for Price Declines on Stock in Hand—Ruling Regarding Carrying Over of Accounts and Policy re Bad Debts—Percentages of Depreciation on Buildings, Fixtures, Vehicles

DIFFICULTY has been experienced by some hardware merchants in correctly filling in the Federal Income Tax forms required to be filed by April 30th setting forth income and other data concerning business during 1920. Some of the points are dealt with herein, and the answers are based on information secured by Hardware and Metal in an interview with an official of the Income Tax Department in Toronto.

(Question)—On the bottom of the Income Tax sheets there is a Surplus or Dividend Account. Will you explain through the columns of Hardware and Metal how this should be made out? We enclose the form cut off from last year's sheet.—Dakin Bros., Digby, N.S.

The part of the form referred to is the section for statement of "Undivided profits or surplus account," having under the debit side entries of "deficit at beginning of period (if any); Profits distributed to partners as follows; Other items; Loss for 1920 Accounting Period, and Undivided profits at end of period. On the credit side are listed: Undivided profits at beginning of period (if any); profits for 1920 period; other items, and deficit at end of period?

Assessment on Net Profits

(Answer)—This section is a more or less unimportant part of the form as the assessment is made on the net profits shown in the profit and loss statement on the same sheet. This section is merely to show the division of profits between the partners or other members of the company, and naturally applies chiefly to small firms. Should part of the profits for the year be transferred to capital account this will be shown on the "undivided profits or surplus account" form, but tax will be levied on the profits for the year as shown in the profit and loss section. Then again while there might be a profit during 1920 a deficit possibly existing at the beginning of the year from the previous year's operations would really result in a deficit at the end of 1920 but tax will be levied on the profits for the year. This section is merely a summary of the other information outlined, and is, we think, pretty clearly asked for.

Allowance For Price Declines

(Question)—In making up a financial statement and preparing our Income Tax forms, are we justified in deducting a certain percentage—say 15 or 20%—from the grand total of our inventory, to offset the decline in the market? We understand the trade is allowed to deduct by listing lines already affected by the decline. This will not cover the case in our opinion, as with the country in the present financial condition buying is going to be light. Otherwise we cannot honestly list these items that will probably be affected in price before they can be unloaded.—Glover Bros., Windthorst, Sask.

(Answer)—No allowance is made whatever for price declines on stock now on hand. In making up the inventory, while a policy of "taking stock" at replacement values instead of at cost has been recommended in view of prevailing conditions, yet the Government clearly stipulates that for the purpose of Income Tax, inventories shall be shown at cost. This need have little effect upon the basis for income assessment, however, as it will be reflected in decreased profits in the statement of 1921 business. Thus the inventory for the commencement of 1921 appearing in the next year's statement will show stock on hand in January, 1921, at a comparatively high figure, and will naturally decrease the figure of gross trading profit for the year. Similarly high-priced stock which had to be marked down during 1920 owing to declines resulted in less profit to be shown on the statement now being made out.

Carrying Over of Accounts

(Question)—Re the carrying over of accounts. Are we allowed to charge off what we consider to be bad accounts? In our experience of fourteen years of credit business we find that the number of credit customers who are out to do us is very small. Still, we do not like to show all our outstanding accounts as being 100%. May we deduct, say 10%, or thereabouts? We think being taxed on what we have out on account is most unfair. Farmers are not paying us 10% to be carried over if they can help it. Conditions are beyond their control. They are selling their crops for less than it cost them to produce those crops.—Chas. O. Glover, Windthorst, Sask.

(Answer)—There are two ways of overcoming this difficulty. Either the most questionable debts can be written off entirely on the Income Tax form, providing they are also written off on the merchants' books, or an allowance of 1% to 2% can be made by the merchant for bad debts on all accounts receivable, providing men-

tion of such allowance is made in the merchants' books and also on the tax form. Both plans cannot be followed, it must be one or the other. If certain debts which now appear to be redeemable prove during 1921 to be bad debts allowance can be made in the statement of business for 1921, providing, of course, that this is made clear on the books. Emphasis is laid on the fact that the merchants' books and the statement he files must coincide so that no difficulty will arise should an inspection be made.

Percentage of Depreciation

In connection with the depreciation account, the following percentages of depreciation are allowed by the Government:—

	Annually
Machinery, tools, furniture and fixtures	10%
Brick buildings	2½%
Stone or concrete building	2%
Frame building	5%
Automobiles (passenger or commercial) 1st year	25%
Automobiles (passenger or commercial) 2nd year	15%
Automobiles (passenger or commercial) 3rd year and after	10%
Wagons	10%

In connection with the use of automobiles it is pointed out that tires cannot be charged up against capital as depreciation. This item figures in running expenses as elsewhere allowed for. No depreciation is allowed on land values.

Statements Must Balance

It is pointed out by Income Tax department officials that the statement of total assets and total liabilities should balance. This can be done by the addition of the items capital account and surplus under the heading liabilities. Depreciation is figured in the section "sundry (specify)" in the statement of profit and loss.

GUARANTEES PRICES FOR THREE MONTHS

The unique plan of applying the policy of guaranteeing prices for a certain period in an effort to get customers to buy is being followed by Bay's Hardware, Kamsack, Sask. A recent announcement by this firm in the local newspaper states as follows:

"We Guarantee Prices for three months; that is, in the event of you purchasing any article at any time, we will issue a slip covering the transaction. If within three months the price on this article declines we will refund you the difference.

"Don't wait for lower prices because we protect you. It will pay you to buy goods as you need them."

The plan of revising prices on the basis of declines made by wholesalers and manufacturers is also followed and announcement to this effect incorporated in the local advertising.

What is the Use of Weights And Measures Inspectors?

Another Western Merchant Complains That Method of Handling Gasoline in Pumps Results In Big Loss—Loses 5 to 9 Gallons in 48 Gallon Tank

DEALING further with the question of profit in selling gasoline from a curb pump, as questioned in a letter from a Western hardware merchant and as set forth in February 12th issue of Hardware and Metal, the following letter deals further with the situation:

Editor, Hardware and Metal.—After reading your article re Any Profit in Gasoline From Pump, Feb. 12, 1921, would like to give my experience of same after handling gasoline for four years, knowing that it is handled at a loss, at least as far as I am concerned, and would like very much to see this situation rectified. I would suggest other hardware men, etc., to try it my way: Put a barrel of gas in empty tank, say, 48 gallons, as invoice, and see if he can get 43 out. If he can, he can beat me, for I have been all the way from 5 to even 9 gallons short and would like to demonstrate to any weights and measure official at any old time he likes to drop in. Would like to see other dealers' experience in your valuable journal.

Shortage in Coal Oil, Too

I would also like to say something about coal oil, as I have found during my four years' handling same that I am out about 3 to 5 gallons per barrel. Does shrinkage, due to evaporation, account for it? And would like to know why we should not all of us be able to buy drums with a government stamp as to the amount they will hold, Imperial measure, and demand that measure that we have to give in them. This, to my opinion, is the only solution to this terrible state of affairs as it at present exists with dealers in gasoline and coal oil.

Yours truly,
CHAS. EVANS, Macrorie, Sask.

Little Response to Lower Steel Prices

Conditions Unsettled—Independents Prices Further Reduced—Wide Price Range on Sheets—Wire Nails Off $3

COMPLETE readjustment of the iron and steel market to a stabilized basis manifestly has not yet been accomplished and conditions remain decidedly unsettled, says the Iron Trade Review. The cleavage between the position on prices of the independent companies and that of the Steel Corporation has been rendered more pronounced by a further descent of some of the schedules of the former producers. Competitive prices as much as $9 to $11 per ton below the maximum figures now being maintained by the largest producers have appeared the past week, and this spread is growing steadily. That the Steel corporation must meet this situation before many days is a matter of common market opinion.

Declining plant operations of the Steel Corporation are being given close attention in the general industry because of their bearing on the question of prices. Plainly the response of steel buyers to the market's lower price basis created by the independent mills has been disappointing to date.

Expected price readjustments in finished steel are going forward to conform with reductions previously established in related products. The Iron Trade Review's market composite this week is $47.10. This compares with $48.36 last week, $51.73 in all January, and $53.43 in all December. Conditions in the European markets are similar to those now in force in this country. The depression there is extending under conditions of the severest competition. Many British furnaces and steel works are idle. Wages are being reduced for the first time in several years.

Readjust Wages and Freights

With new buying so small that it is difficult to estimate and a receding scale of operations on the part of the United States Steel Corporation, thoughts are now centred on transportation charges as one element in manufacturing costs which has not had a revision, says the Iron Age. Demand is developing for a readjustment of railroad wages and thus of railroad freight rates.

The Steel Corporation in the Chicago district has dropped to a 65 per cent. ingot operation and three blast furnaces

Continued on page 47



VALUE OF PRICE TICKETS IN ELECTRICAL DISPLAY

In displaying electrical appliances the generous use of price tickets has been followed by many merchants with good success. The underlying idea of this display is the showing of lines used in connection with preparing breakfast. In this connection other electrical appliances such as toasters, grills, etc., might be added to the display of percolators. A map of the western hemisphere is shown with a window card bearing the statement "Make the world's breakfast a success." Advertising window cards are made use of in large number in this display.

Farmer Customers Buying Generously

Says J. M. Adam, St. Mary's, Ont.—Special Department for Electric Stoves—Auto Accessories to Have Place of Honor—New Department for Sporting Goods—Doubling Efficiency of Display Tables

AN unusually attractive window display at St. Marys, Ont., this week was arranged by J. M. Adam, hardware merchant. With a handsome cabinet washing machine as a central background he laid out on the floor of the window a striking showing of aluminum ware and electrical toasters. The display is one that not only attracts from a distance but holds the attention, and was a real sales producer.

"We no sooner had it in," said Mr. Adam to Hardware and Metal, "than we found out by the inquiries that people wanted aluminum ware and the other things we were showing. There is no better way of keeping merchandise moving than by seasonable window displays."

A Combination Display

In his other window Mr. Adam has a combination display. The window space is divided by an attractive wooden partition. One half of the space is given over to a showing of tools. The rest is occupied by paints. Mr. Adam says that he finds there is an all-year demand for tools and paints and whenever he finds himself wondering just what he had better set out before the people he can always be sure of getting results from either paints or tools or both.

Business, he stated, has been uniformly good. St. Marys is a town of 4,500 in the heart of a rich farming territory.

Farmers Prosperous

"The farmers," said Mr. Adam, "are not affected by conditions which have been disturbing business in some places. They are prosperous and they are buying generously. In spite of the unusually mild winter our stove sales have been most satisfactory. Those who want stoves are demanding the best. We have sold many up to $175 each."

Mr. Adam stated that he finds such a steady and increasing demand for electric stoves that he is fitting up a special department to show them. Up to the present time he has sold these stoves from the catalogue, but business in them has developed to the point where he sees a future for it, and in order to keep pace with the development a special section for electric stoves will be fitted up.

Auto Accessories Too

Mr. Adam has always done a satisfactory trade in auto accessories, but is planning a little rearrangement which he believes will make for still larger sales. His accessory department at present is at one end of the store. Very shortly it will be given what might be called the place of honor, in that it will occupy the space just inside the door at the right as one enters. Mr. Adam will have a silent salesman of the latest pattern filled with

Continued on page 38

Developing Trade in Decorative Burlap

Revival of Building Will Help Burlap Trade—Three Plans for Displaying Burlap in Store and Window

THE expected revival of building holds much for the hardware merchant who investigates the advantages of decorative wall burlap. Now that burlap may be had, for the first time in several years and at reduced prices, early planning for a selling campaign on these goods should fully repay the dealer. Many indications point to a revival of building activity, and it is when building conditions are active that burlaps are in demand.

How to build up a trade for these products is of vital interest to the trade. For this reason two or three methods will be outlined.

Plan Number One

Decorative wall burlap is supplied in rolls of varying widths—from 30 to 90 inches—and in length 30 to 60 yards. The popular grades are the "oil coated," white, drab and green. Each is thoroughly impregnated with a linseed oil and color pigment, leaving the burlap in condition to be finished in any desired shade after it has been applied to the wall.

Open up a roll of this burlap and cut off a few pieces (any shade will answer). The size of these may vary from 6 inches square to 10 inches. Now secure a brush and three to six desired tints of flat paint, tinting each of the several squares with one shade. Let them dry thoroughly. Make a light frame of wood strips, the material for this being one inch thick and two inches wide. On this frame tack the square samples. With a little care in selecting shades you may now have a pleasing buff, suitable for hallway; a deep green or a red, either is suitable for living or dining room; a pleasing brown, a French gray, or a tan—any of them suitable for den, dining room, living room, etc.—according to one's taste.

Using a good strong flour paste, or small invisible tacks, secure these burlap squares to the frame and cover the edges with a narrow molding, ½ or ⅝ inch wide, suitably tinting the moldings. Then place two screw eyes in the frame and suspend from ceiling or on wall of store. The plan might include the display of this in the window. (See below.)

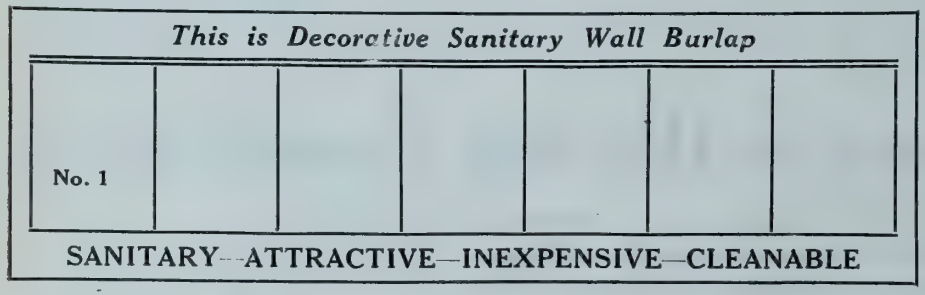
The showing of this would create interest. It would improve the display to have some brief information neatly lettered above or below the display of various tinted burlap, such as this:

> "Decorative Wall Burlap will help make your home brighter. These shades were made by applying one coat to each of the samples. Moderate in cost, attractive, comfortable, renewable, this is ideal as wall covering for Dining and Living Rooms, Kitchens, Halls, Stores, Offices, etc. Ask us to explain more fully."

Plan Number Two

In addition to making this a part of window display—in which several rolls of the burlap might be stood on end—with strips of the various shades rolled out toward the glass of window—it might be well to make up a little "piece" in the way of a hinged screen.

Here is how the finished display would look:



Using the 1 by 2 inch strips as before, a frame, or three frames, might be covered with the burlap, and then tinted suitably. The hinging of the three panels would be an easy matter. At the top of each screen panel a neat and attractive stencil would make so effective a finished piece as to attract every customer. Placed where it would be seen, with a typewritten description on the middle panel, having an attractive heading, this little effort would prove useful in creating many a sale.

Try out these suggestions. They will reveal the power of showing "something different."

FARMER CUSTOMERS BUYING GENEROUSLY

Continued from page 37

various accessories which lend themselves to display, and on the wall behind this he will fit up a wall display. Auto accessories he regards as a most promising line and his experience is that sales are not only steady but show a nice increase each year.

Sees a Future

In the space at present occupied by auto accessories he plans to fit up as soon as possible a sporting goods department.

"There has been a steady and increasing demand for sporting goods," he said, "and I am satisfied there is a lot of good business to be had. My intention is to keep the department up to date by showing strictly seasonable lines. There is a revival in this town of both baseball and lacrosse and there is a steady call for these goods in the spring, summer and fall. There is also a demand for football and hockey goods and for skates and I am looking for the new department to show a nice profit and in addition be a good advertisement for the store."

A Good Idea

Last week Mr. Adam worked out an idea which will at least double the efficiency of his display tables. Just here it might be mentioned that display tables are one of Mr. Adam's hobbies. He has proven time and again to his complete satisfaction that display tables speed turnover and that they save the salesman's time. Half a dozen display tables are always to be found at vantage points in the store where customers cannot help seeing them. Heretofore they have been just ordinary tables. Now they are double deckers and the bottom display space is tilted sharply so that maximum display is obtained. On one of these tables Mr. Adam may be showing on the top various small articles of aluminum ware. On the bottom he can display perhaps dairy pails, cans of paint or any other seasonable lines. His display tables are kept constantly changed. This is generally a necessity, as the merchandise is sold from them so rapidly that it has to be replaced and it is always replaced with a different line. People like to see a store different when they go in, says Mr. Adam, and they are always interested in new displays of whatever is set out. His display tables he regards as one of the most efficient sales forces he has.

An Attractive Display

Right up in the very front of his store he has arranged a small but very attractive display of bath room fixtures. Practically everything shown is nickel plated and makes an excellent showing. While there is of necessity in a town of 4,500 a limited sale for goods of this kind, Mr. Adam has found that numerous house owners are interested in the display and that it has increased his sales.

As far as business is concerned, Mr. Adam is optimistic regarding the outlook. As long as the farmers are as prosperous as they are he sees no reason to worry about business and is going right ahead on the plan that the man who has the stock and lets the people know about it is going to get the business.

Explains Recent Firearms Legislation

In View of Contemplated Action to Amend This Law Every Hardware Merchant Should Be Well Informed on Details of Criminal Code—Efficient Regulations Required to Catch Criminals

MUCH misunderstanding of the provisions of the offensive weapons act, section 118 of the criminal code, is evident among hardware merchants. This fact was shown at the convention of Ontario hardware merchants in Hamilton last week when joint action was suggested to have this act amended. The following explanation secured from Superintendent Jos. Rogers of the Ontario Provincial Police will help to a clearer understanding of the law:

Offensive weapons under the act are divided into two classes. The first includes "sheath knives, bowie knives, daggers, stilettos, metal knuckles, skull crackers or other offensive weapons which may be concealed on the person." The second class includes "cannon, machine guns, rifles, guns, revolvers, pistols, bombs or other firearms, or any devices for muffling or stopping the sound of the report of any firearms."

Permits to carry weapons of the second class may be obtained from chiefs of police or other officials. Permits for weapons of the first class only allow them to be kept in the home and under no circumstances may they be carried upon the person except in the home.

Permits may be issued by officers of the Canadian Mounted Police, Dominion Police, by magistrates, sheriffs or chiefs of police. No fee is set by the act according to Superintendent Rogers, and officials have no power to charge a fee for issuing a permit. They have power, however, to refuse permits unless satisfactory cause can be shown for the carrying of a weapon.

Cover One Year Only

Permits are issued for a year only, and must be renewed at the end of that period. Permits are valid only within the jurisdiction of the official issuing them. A permit issued by the police chief or magistrate of Toronto would permit the carrying of weapons only in Toronto; a permit issued by the provincial police superintendent would permit weapons to be carried anywhere in Ontario.

Permits are required for every individual weapon, including war trophies.

"How about a gun which was defective and could not be used?" "It would still be a gun and a permit would be required."

"Are permits required for hand grenades?" "Yes, they come under the head of bombs."

"Would a rifle with bayonet attached be counted as two weapons, and require two permits?" "There is no reference to bayonets in the act."

Ownership of a weapon before the coming into effect of the act in October last does not exempt a person from the obligation of obtaining a permit. The only exemption is in the case of shotguns, and this applies only when they were owned by British subjects. The act does not restrict the issuing of permits to British subjects only, but Superintendent Rogers states that very few permits are issued to foreigners.

Police have power to search any persons suspected of illegally carrying weapons. Search warrants are required for the entrance and search of homes, and such searches are made only when there is reason to believe weapons are illegally possessed there.

The act also forbids sale or loan or gift of the weapons enumerated to persons not holding permits. The maximum penalty under the act is $100 fine and three months' imprisonment.

Strict precautions are being taken in connection with all weapons imported into Canada, Superintendent Rogers stated, telling of an occasion on which it took his department two weeks to obtain the release of a number of guns sent them from the United States.

Sees Brisk Hardware Business Ahead

At Completion of Satisfactory February Sale Purdom Hardware Co., London, Ont., Are Planning on Rapid Resumption of Business

THE annual February sale of the Purdom Hardware Co. at London, Ont., which closed this week was the most successful ever held in the history of the firm.

"We are more than satisfied with the results," said Thomas H. Purdom to Hardware and Metal. "Right from the start we have had a most satisfactory turnover and business was good without exception every day of the sale."

There is a reason for these satisfactory results. The sale was not for one moment left to take care of itself. It was carefully planned. The firm figured on not only arousing the interest of the buying public, but on maintaining it right through the month. In order to do this it was necessary to have something new and attractive to offer the people all the time.

Features For Each Week

"We laid our plans for each week," said Mr. Purdom. "In opening we featured all general lines of tinware and graniteware. The second week we made a big drive in gray graniteware. For the third week we featured gray and white goods and for the closing week we went strong on aluminumware."

No firm in the province makes any more consistent use of window displays and advertising space than does this one. For the sale just closed there were big announcements, usually quarter pages, well illustrated and in every instance the prices were given in display type. This advertising matter was backed by window displays that were constantly changed. In connection with the windows price cards were freely used, and prominence was given to the marked-down prices. The old prices were shown on the cards with a heavy line through them and the new prices below.

"The sale made a wide appeal," said Mr. Purdom. "Women from all parts of the city came into the store asking for this and that article they had seen advertised. Many of them, when they saw our window and store displays, purchased other goods. The same thing happened with the country trade. Farmers and their wives came in for 25 miles around and replenished their stocks of tinware and enamelware. In a great many cases we lined them up for paint, roofing and other things they will require in the spring."

Mr. Purdom predicts splendid business ahead this year. He stated that with about $5,000,000 worth of building ready to start in London just as soon as weather conditions permit and with farmers all over the district as prosperous as they are, business cannot help but be good.

"We have found everything most satisfactory," he said, "and from inquiries that are being made constantly I am justified in saying that we are going to sell a large amount of merchandise in the coming months. I am looking for a brisk demand for tools on account of so much building and a big demand for paints, oils and varnishes. Both farmers and city residents have been asking about paints for work they are planning and there is no doubt about the orders that are going to come just as soon as weather conditions permit the work going ahead."

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, FEBRUARY 26, 1921

AN ad on electric heaters which has recently come to our attention, and which appeared in an Ontario newspaper on February 10th, is entitled "With the approach of Fall the comfort of an electric heater will be appreciated in the household." It was with relief that we noted the ad was by an electrical dealer, thus absolving the hardware trade from a charge which has been frequently made in recent years in regard to the timeliness of their local advertising.

* * *

SECOND reading has been given in the Ontario Legislature to a bill aiming to put distilleries in the same class as manufacturers for business assessment purposes when they are manufacturing alcohol for commercial purposes only. Since it is apparent that tinsmiths are likely to escape from the classification of manufacturers, it is to be hoped that the aforementioned alcohol distillers will be the nearest approach to the hardware business to be classed as such.

The Income Tax Forms

CLOSE attention should be given the filing of Income Tax forms for both the Federal Income Tax and any local taxation on income, the former being asked for now and expected to be filed prior to April 30th. A number of technical points have arisen in connection with filling in the Federal tax forms and rulings have been secured by Hardware and Metal in reference to these points. An article in this issue on the subject will help to clear up any difficulties and any further questions from the trade on the subject will be taken up on receipt of enquiry.

One of the important points to remember is to have the records of the business in absolute accord with the statement filed. Inspectors will be sent through the country to check up returns and there is liable to be trouble where the books of the business show records which do not coincide with those filed. In some cases this may seem difficult but according to the rulings made on the points outlined, no undue hardship is intended to be thrust upon the trade and provision has been made for practically all eventualities. For instance, while the merchant may have a number of accounts receivable on his books at the end of 1920 among which he expects a number of them will be unredeemed, he has three courses open to avoid being taxed upon an amount which he may never receive. He can write off the debt as "bad" and so enter it upon his own books, or he can leave it as an "account receivable" and make a flat allowance on all such accounts of 1 per cent. to 2 per cent. for bad accounts, or he can carry the account over to 1921 account and show it as carried over. There are many other situations such as this, some of which are dealt with elsewhere in this issue, and Hardware and Metal will be glad to assist any hardware merchant in handling this matter.

The Sale of Offensive Weapons

THE recent amendment to the Criminal Code, section 118, dealing with the carrying or ownership of offensive weapons places stringent regulation upon the sale of such lines through retail hardware trade. This matter was brought to the attention of the retail hardware merchants at the convention of the Ontario Retail Hardware Association in Hamilton last week, by James Hardy, secretary of the Canadian Wholesale Hardware Association. It was evident from the remarks made by retail merchants upon that occasion and also from communications received by Hardware and Metal as a result of the publication of the amendments in a recent issue, that the provisions of the act are not fully understood by all in the trade. Joint action was decided upon at the convention mentioned to have these regulations made less stringent, but a thorough understanding of the law should be had by all merchants before tackling this subject. Considerable light is thrown on it in information given elsewhere in this issue.

It will be noted that the offensive weapons are divided into two classes. Permits for knives, daggers, metal knuckles, etc., allow them to be carried in the home only. Permits to carry rifles, guns, revolvers, etc., may be obtained without the payment of any fee from chiefs of police, officers of the Canadian Mounted Police, Dominion Police, magistrates or sheriffs. Permits are valid for one year and only within the jurisdiction of the official issuing them. Permits are required for war trophies or even for defective guns, though it has been explained that reputable citizens who have such trophies in their possession will not be deliberately "bothered by the police in this connection." The law is to enable the police to search the homes of suspicious individuals. However, this section is not of as much interest to the hardware merchant as that dealing with their purchase. Shotguns owned by British subjects prior to October last are the only weapons exempted from the regulations.

There will be much misunderstanding among the public as to these regulations and every hardware merchant to protect both himself and his customer should become thoroughly acquainted with them.

Exports Now Exceed Imports

AN improvement in the trend of Canadian trade is indicated in the trade returns for January. It is noteworthy that exports of Canadian products for that month exceeded by $8,660,000 the total imports for the month. The continuation of this relation of exports to imports will do much to rectify the country's adverse trade balance. There are only two months more in the fiscal year and as the figures stand now the exports come within twenty million dollars of equalling the value of imports for consumption. It is to be hoped that when the year closes it will be found that more goods have been sold abroad than have been imported, but in any case the balance, if there is such, will be very small. A noteworthy feature of the returns is the decline in importation of duty-free goods. These are mostly raw materials and semi-manufactured articles for use in Canadian factories. This is explained in some part by decreased activity in manufacturing in Canada and while this latter condition is not altogether welcome it results in temporarily improving Canada's position as a debtor nation which must pay with exports its interest on foreign obligations.

Retailer's Relations With His Banker

Merchant Can Do Nothing Better Than Submit Periodical Financial Statement to His Banker—All Retailers Not Good Business Men—Details Bankers Require to Know—Exactness Necessary.

Written for Hardware and Metal by a Banker

WE bankers are human, even if some of you business men think otherwise.

Now, the truth of it is that the banker is a good business man. Regard for the law and his depositors, to say nothing of his own financial welfare, demands that he exercise good judgment in place of sympathy when the average merchant asks a loan.

Don't think that we chuckle fiendishly when you need money to pay your notes or the interest on the mortgage, and have to come to us. Don't call us ugly names because we happen to refuse. It's all in the interest of good business. Personally, I might like ever so well to make a loan to Jones or Thompson, who are neighbors and friends, but if I am convinced that it would be poor business, friendship must not count beyond a certain point. To grant loans in some cases would work positive injury to the borrower, as well as to the bank, for borrowing often teaches bad habits.

Why So Strict

Many retail merchants cannot understand why bankers are so strict—why financial statements are demanded and why many of these are unsatisfactory. The answer is that not all retail merchants are good business men. They do not possess enough information about their business to make up a reliable statement, as a rule. If they cannot show sufficient cause why they should be trusted with a loan, why should these merchants blame the bankers?

The day of loose business methods is passing fast. Margins of profits are drawing closer and closer, so that it is necessary to do more figuring and better managing to find a profit. Besides, retail businesses are becoming so complex as to stock and seasons and discounts that much greater efficiency is needed to-day than grandfather needed in his general store twenty years ago.

A Businesslike Statement

That is why the banker asks a business-like statement and one that he can rely upon. No guesswork will do. The retail merchant might fool himself about his present worth and profits, but it is not so easy with the banker, who doesn't carry dead stock and dead accounts on his books year after year.

Whom should a banker trust? That depends on a number of things. The merchant may have a rating in some credit bureau. The banker may have had dealings with him before. There may be security or references to look up. A number of things will go to help the banker, as well as the wholesaler or any other business man, decide whether a certain applicant should be accommodated.

This much is true in all cases, however, The retail merchant can do nothing better than to submit a periodical financial statement to his banker, his wholesalers and jobbers and to selected mercantile agencies. Frankness, absolute frankness and honesty, will pay in the great majority of cases, and will serve to give the applicant a better rating than he would otherwise be able to get.

Protect Credit Jealously

It is safe to say that there are many merchants who do not enjoy the high rating they deserve. This is because they do not take advantage of their cash discounts and because they are not able to furnish a financial statement that does them justice.

Credit is a thing to be jealously protected. Good credit enables a merchant to buy where otherwise cash would be demanded. Reputable wholesalers and manufacturers are coming more and more to favor their best dealers in a number of ways. But the best part of building up a good line of credit is that the merchant is thus prepared against the time when either cash or good credit is needed and needed badly.

What Statement Should Contain

What should a good financial statement contain? It should tell in detail the assets and liabilities of the merchant, and his profit or loss for the past six months or year. There should be no equivocation or false valuations in such a statement. It is surprising how many retailers place artificial valuations on their stock or property, allowing nothing for depreciation, and think they have made an honest, conscientious statement. A statement is untrue if goods are entered at more than their market price or more than they cost, and if fixtures or other property are valued at more than they will bring at a forced sale.

A Well Kept Set of Books

Most banks and credit bureaus can supply statement forms. In cases where, because of a poor bookkeeping system, the seeker of credit is unable to arrive at his net worth, the bank sometimes undertakes to audit his books for him. The best preparation for a financial statement is to have a well-kept double entry set of books. These will yield all the information necessary.

It is through his demand for exactness and truthfulness that the banker stands between the retailer and loose business methods. Much credit is due banking and other institutions which are endeavoring to raise the plane of business methods and financial credit. They are a factor in the big struggle for efficiency.

Favor Removable Elecric Fixtures

Prominent Electrical Interests Discuss Advantages to Dealer and Public of Standard Receptacle for Fixtures

AT a recent meeting of prominent electrical interests in the United States the proposal that lighting fixtures be fitted with plugs and receptacles taking the place of the present soldered and tapped joints, so as to facilitate the work of putting up or taking down ceiling and bracket fixtures, was discussed from all angles and the consensus of opinion favored the idea. Almost every speaker emphasized the fact that the success of the new method of hanging fixtures would depend upon all the manufacturers agreeing on a standard interchangeable type of box or receptacle and plug.

The advantages of the idea to the general public and to each group of the trade were outlined and it was the opinion that the new construction would increase the sale of fixtures much beyond the present volume. Another authority stated that much better lighting would result because it would be possible to easily try out several different types of fixtures and also to move fixture about from one outlet to another to adapt the lighting of an office or workroom to the changes in furniture, partitions, etc.

Another point brought out was that the new plan would mean more volume of wiring for the dealer and would enable him to earn his money more easily, at the same time giving the public a better job.

News of Western Canada

Hardware Personages at Banquet

W. S. Fallis, D. McIvor, W. J. Illsey and Others Speak at Joint Gathering in Winnipeg to Hear Address on Business Outlook

WINNIPEG.—A number of prominent personages among manufacturers and wholesalers of hardware in Western Canada were present at a "get-together" banquet held by members of the Canadian Credit Men's Association, the Canadian Manufacturers' Association, the Manitoba branch of the R.M.A. and the Sales Managers' Association of Canada. The occasion was so successful and illuminating that its frequent recurrence was advocated by W. J. Illsey, manager of the retail stores of the J. H. Ashdown Hardware Co.

W. J. Fulton, manager of the Dominion Radiator Co., presided. W. Sanford Evans was the speaker of the evening; others included were: J. W. Dafoe, W. S. Fallis, managing director the Sherwin-Williams Co., visiting the West on a business trip; D. McIvor, the G. F. Stephens Co., president of the Sales Managers' Association of Canada; A. F. Higgins, chairman for Manitoba of the Retail Merchants' Association; W. E. Humphries; H. M. Dunham, honorary treasurer of the Manitoba Branch of the Retail Merchants' Association, and Mr. Illsey.

The speakers evinced their certain confidence in the ability of Canada to emerge with flying colors from the present world-wide period of readjustment. W. Sanford Evans emphasized the importance of co-operative measures being taken for stabilizing business relations.

The "get-together" spirit, said Mr. Evans, is the very quality to be fostered if those many questions which vitally affect the commercial life are to be solved and placed upon a satisfactory basis. During the war and the after-war period, Mr. Evans said, men had been, as it were, climbing up a hill, and on the way picking up heavy loads. On the higher level of the ascent, they were able to deposit these loads to their own advantage. But some of these men reached the crest of the hill with fresh loads they had picked up, but which they found they would have to deposit while making the descent on the other side, setting them down perhaps at a loss. Upon them it becomes incumbent to recognize this advantage as in a course of events which is only a natural sequence in the readjustment period. But while readjustment may be inevitable, and performs a natural economic function, it need not prove disastrous to business. On the contrary, it will eventually place conditions upon a more stable basis. Canada, believes Mr. Evans, will emerge quickly. Already there are discernible signs of her getting around that corner which the commerce of the country commenced to turn with the beginning of the readjustment period.

Short Course For Merchants Has Varied and Instructive Program

Fourth Annual Training School Arranged by University of Manitoba Next Week Promises to Attract a Large Number of Retailers.

WINNIPEG, Feb. 22.—The fourth annual training school for merchants, from February 28 until March 4, as arranged by the University of Manitoba, promises to attract a large number of retailers. The lectures, conferences and class work are planned to meet the needs of merchants and their assistants who wish to study the latest and best methods in merchandising. Among the lecturers will be Paul Findlay.

The programme for the four days is as follows:

Monday, February 28

3.00 to 5.00 p.m.—Registration.

Tuesday, March 1

9.30 a.m.—"The Retailer and the Customer." R. C. Line.

10.30 a.m.—"National Advertising and Dealers' Helps." F. Pratt Kuhn.

11.30 a.m.—"Plans for Increasing Your Sales." A. J. Webb and J. Drewe.

2.30 p.m. — "Bookkeeping for Retail Stores." F. C. Gilbert, C.A.

3.30 p.m.—Conferences:

Hardware Dealers—W. J. Illsey.
General Stores—R. C. Line.

3.30 to 5.30 p.m.—Show Card Writing. T. Baxter, R. H. VanKirk, A. H. Galle.

6.30 p.m.—Merchants and clerks entertained at dinner at the St. Charles Hotel by the Salesmanagers' Association, representing the Wholesalers and manufacturers of Winnipeg.

Wednesday, March 2

9.30 a.m.—"Chain Store Competition." R. C. Line.

10.30 a.m.—Advertising Copy for Retail Stores. C. M. Thomas.

11.30 a.m.—"The Store as a Community Builder." Judge Frank T. Wilson.

2.30 p.m.—"Modern Methods in Store Service." Paul Findlay, (Henry Johnson, Jr.)

3.30 p.m.—Conferences:

"Textiles, Cotton and Linen." Miss M. H. Haliday.

"Income Tax Returns." F. C. Gilbert, C.A.

3.30 to 5.30 p.m.—Show Card Writing. T. Baxter, R. H. VanKirk, A. H. Galle.

8.00 p.m.—University Dramatic Society.

8.30 p.m.—"The Fine Art of Salesmanship." R. C. Line.

A Sales Demonstration staged by the Retail Salesmen's Association.

Thursday, March 3

9.30 a.m.—"Mail Order Competition." R. C. Line.

10.30 a.m.—"Modern Arrangement and Display of Merchandise." T. L. Arnett.

11.30 a.m.—"Co-operative Marketing of Farm Products."—Judge Frank T. Wilson.

2.30 p.m.—"Efficiency in Retail Stores." Paul Findlay.

3.30 p.m.—Conferences:

"Textiles, Wool and Silk." Miss M. H. Haliday.

"Grocers and Meat Dealers." Paul Findlay.

3.30 to 5.30 p.m.—Show Card Writing. T. Baxter, R. H. VanKirk, A. H. Galle.

8.00 p.m.—University Dramatic Society.

8.30 p.m.—"The Big Factor in Modern Retailing." Paul Findlay.

Friday, March 4

9.30 a.m.—"Financing Your Business." R. C. Line.

10.30 a.m.—"The Art of Window Dressing." R. H. VanKirk.

11.30 a.m.—"The Ethics of Business." Professor R. C. Lodge.

2.30 p.m.—"Store Service That Is Satisfactory." Paul Findlay.

3.30 p.m.—Group Conferences to be arranged.

3.30 to 5.30 p.m.—Show Card Writing. T. Baxter, R. H. VanKirk, A. H. Galle.

Formal Opening of Wood, Vallance, Ltd., in Regina

REGINA, Sask. — Wood, Vallance, Ltd,. recently held the formal opening of the new warehouse in this city, about five hundred guests being present on the occasion. Many hardware merchants near the city were present. James Feir, manager of the local branch, in his inaugural address predicted a great future for Regina and Saskatchewan as a whole. Mr. Smith, of Roger McClary Mfg. Co., gave a demonstration of their goods. Mr. Hodson, Maple Creek, a former employee of Wood, Vallance, Ltd., gave an interesting address on his three-way capacity—on the road, and as a customer of the firm. Mr. McGiverin, Firestone Tire Co., gave a short address. A social feature of the convention was the dinner tendered the salesmen, followed by a dance. Toward



FIRST GATHERING OF WOOD-VALLANCE REGINA STAFF

Group of heads of departments and salesmen of the staff of Wood, Vallance, Ltd., Regina, photographed at the recent first semi-annual convention. Back row, left to right—A. I. Holden, J. I. Lane, G. P. Hoskins, H. E. Goodman, H. G. Pitt, G. A. Campbell, J. Pinch, W. R. Mitchell, L. H. Starrett. Sitting—A. D. MacKay, B. E. Dalzell, Jas. Feir, W. B. Wetmore, E. G. Aime, R. Rollins, P. H. Kirby. Front row —W. O. Barber, G. M. Watson, W. C. Young, G. M. Andrews, David Smart.

& Smith, Gull Lake, and Mr. Williamson, of the K. W. Electric Co., Regina, made suitable reply.

The warehouse was in festive attire, being specially decorated for the auspicious occasion. A special dance program was much enjoyed as were also the other entertainment features provided. Cons. H. E. P. Mann, R.C.M.P., and H. E. Goodman of Wood, Vallance staff, provided songs. Following was the committee in charge:

General Convenor, James Feir; Reception, Mr. and Mrs. G. M. Watson; Decoration, P. H. Kirby; Refreshments, G. P. Hoskins and A. D. McKay; Invitation, printing, etc., W. C. Young; Orchestra, Floor Entertainment, H. G. Pitt.

First Semi-Annual Convention

The first semi-annual convention of Wood, Vallance, Ltd., of Regina, was recently held on the third floor of the new building in the rooms provided for the purpose. James Feir, general manager, opened the convention with a brief address. Mr. Kennedy, sales manager, and Mr. Gillespie, local representative for the conclusion of the convention the salesmen reciprocated with a dance to the staff.

Auto Equipment Show a Big Success

Winnipeg.—The Western Canada Automotive Equipment Show has been a big success. The exhibitors report that an optimistic feeling prevailed and spring orders in good volume were placed. Crowds packed the building all day for the exclusive showing of automotive equipment said to be the first show of this kind ever held in Canada. Half a million dollars worth of equipment was on display.

Cordage Factory Operated By Returned Soldiers

Vancouver, B.C.—Major J. C. Thorn is president of the recently formed Canada Western Cordage Co., Ltd., operated by 200 returned soldiers as shareholders. This enterprise was one of the first to receive the industrial loan from the Province of British Columbia, securing $200,000 in this way. They were also granted a site of 7½ acres free by the city of New Westminster.

The cordage company makes ropes of all sizes, having a capacity of five tons a day. All raw material is brought from Manila.

Western Notes

Macleod, Alta. — Cunningham Hardware has succeeded Cunningham-McLarty Hardware Co.

* * *

Regina.—The "Wovare" News has made its appearance. It is the monthly published by Wood, Vallance, Ltd., Regina.

* * *

Mr. Maland was one of the jumpers in the ski tournament held here Saturday, February 12, winning in class A amateurs, 287 points.

* * *

Winnipeg.—R. R. Kinread has moved from former quarters and is now located in the G. R. Gregg Building, 56 Albert Street, Winnipeg, Man.

* * *

Visitors to Winnipeg on business last week included: D. McPherson, of Langbank, Sask.; W. Schram, of Craik, Sask.; T. L. M. Klemm, of Klemm & Lange, Yorkton, Sask.; D. J. Corley, of Yorkton, Sask.; W. J. Hyde, of Balgonie, Sask.; J. B. Stallwood, of Maryfield, Sask.; Alfred Babb, hardware merchant of Portage la Prairie, Man.; J. S. Cosgrove, of Tilston, Man.; B. T. Lawrence, Killarney, Man.

* * *

Edmonton, Alta.—Hardware men seen in Edmonton during Bonspiel week included: A. M. Carscadden, Fort Saskatchewan, Alta.; W. A. Dubuc, Fort Saskatchewan, Alta.; H. Williams, Manville, Alta.; J. W. Field, Bruderheim, Alta.; G. McLaughlin, Tofield, Alta.; H. Ballisle, Wetaskwin, Alta.; H. Small, of Weyman & Small, Ponoka, Alta.; J. Orr, of Whyte & Orr, Daysland, Alta.; H. V. Phipps, Strome, Alta.; G. Tucker, Unity, Sask.; A. Maland, of Ofrim & Maland, Comrose, Alta.

* * *

The Winnipeg Paint Club gave a luncheon at the Fort Garry Hotel in order to introduce T. J. Monypenny, Imperial Varnish & Color Co., Toronto, and also F. J. Penberthy, Lowe Bros., Toronto, who were addressing the members of the club the following day. W. S. Fallis, the Sherwin-Williams Co., P. L. C. Demmeral and William Brockie, of Edmonton, were also in attendance. John Drewe, chairman of the Promotion Club, presided at this luncheon and about thirty members were present.

Practical Hardware Class

Regina, Sask.—The entire warehouse staff of Wood, Vallance, Ltd., here attend a special class of instruction. They are addressed by the different department managers and the sessions so far have proved most interesting and instructive.

Events in the Trade

Business Changes

Balcarres, Sask.—Cruickshank & Hess have been succeeded by Decker & Hess.

* * *

Fillmore, Sask.—J. F. Turnbull has been succeeded by S. C. Morris.

* * *

Camrose, Alta.—Morris & Taylor have been succeeded by J. E. Taylor.

* * *

Major, Sask.—McCullough & O'Keefe have been succeeded by McKenzie Bros.

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Cummings Bridge, Ont.—R. C. Cummings has been succeeded by D. S. McPhail.

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Brampton, Ont.—Wm. Shirra has purchased the stock and good-will of the Brampton Hardware from Robert Lewis. Mr. Shirra has been connected with the firm since 1904.

Obituary

Oshawa, Ont.—Glenn A. Henry, formerly hardware merchant here, died recently at Colorado Springs, Colorado, where he went about two years ago following a break in health.

* * *

Hamilton, Ont.—Joseph N. Tallman, president of the Tallman Brass and Metal Company, died here this week at the age of 73 years.

Fire Loss

Ottawa.—Newton Hardware Company suffered heavy loss in a recent fire.

Personal

Toronto.—Chas. H. Collins, sales manager Toledo Scales Co., attended a convention with the Canadian sales staff at Windsor this week.

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J. E. Bennett, who has been connected with the stove and furnace business in Canada for many years, has joined the sales department of Findlay Bros. Company, Ltd., of Carleton Place, Ont.

* * *

Hamilton, Ont.—J. W. Parrish has severed his connection with the Doherty Stove Co., Sarnia, Ont., and is back with his old firm, D. Moore & Co., Hamilton.

* * *

Montreal.—F. E. Fraser, of Fraser Co., Montreal, is leaving on a trip to the Maritime provinces, to call on the jobbing trade. Mr. Fraser will carry samples for A. G. Parker & Co., manufacturers of rifle accessories, and samples of B.S.A. guns and rifles.

* * *

Montreal.—F. C. Davenberg, Wiss Shear Co., Newark, N.J., and Mr. Redshaw, Tower Canadian Co., Ltd., Toronto, called on the local trade this week.

* * *

Montreal.—Mr. Martin, of Martin & Moore, Halifax, N.S., is in the city this week.

* * *

Montreal.—Chas. Scott, retail paint and varnish dealer, London, Ont., was here on a business trip the latter end of last week.

Western Ontario News

W. N. Gunning is successor of W. W. Baker, hardware merchant, at Granton, Ont.

* * *

An old-time carnival proved a great attraction in Seaforth on Friday evening. Among those who donated the special prizes were George A. Sills and H. Edge, hardware merchants.

* * *

City Engineer Harry Brazier of London, Ont., wants prices immediately on 25,000 barrels of cement and 160,000 barrels of road oil.

* * *

Clyde Heaman, son of W. J. Heaman, hardware merchant at Exeter, Ont., was one of the contestants in the athletic meet held at London to select teams to be sent to Baltimore for the big Johns Hopkins indoor meet. He won the 100-yard dash in his group, but was beaten in the finals.

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Messrs. Babb and Young this week opened a tinsmithing and plumbing shop at Mitchell, Ont.

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In connection with "Dollar Day" at St. Marys this week, J. M. Adam, hardware merchant, had a most attractive window display of small articles of aluminumware, tin and graniteware. In the rear, making a background that was not only exceptionally striking, but carried a real "pull" to housewives, was a handsome electric washing machine. The Dollar Day committee this year arranged for all stores taking part to use yellow price cards and yellow pennants. These in conjunction with the advertising helps and the merchandise made a display that carried a real interest to prospective buyers. The St. Marys Hardware Co. made a big drive also on tinware. A number of display tables all about the store helped to speed turnover and save time by letting the customers "sell" themselves.

* * *

A wide circle of friends in the hardware trade in London and district are congratulating Major Fred Fisher this week on his appointment as bursar at the Ontario Hospital in Hamilton. Major Fisher commenced his business career after leaving school with the D. H. Howden Hardware Co., London, and for eighteen years was traveler for them, covering the district as far north as Wiarton.

* * *

Instead of holding their annual banquet this year, the members of the London Retail Hardware Merchants' Association have decided on a less formal affair and on Tuesday evening next, as soon as the stores close, will hold a luncheon. Following this adjournment will be made to their meeting hall and the evening will be spent in talking over prices of all lines of hardware and revising them carefully. Every effort will be made to stabilize quotations to meet the present market situation. If time permits there may be some informal discussions on routine business matters. The London Association is in a most flourishing condition.

Remodel Office and Showrooms

National Electric Heating Co., Ltd., Toronto, have remodeled their offices and showrooms to enable them to give better display to their increasing number of electrical appliances.

New Premises for Sturgeons, Ltd.

Toronto.—Sturgeons, Ltd., paint specialties, have removed from their premises on Church St. to 66 Richmond St. East.

N. F. Gundy Retires From Gundy-Clapperton Co.

N. F. Gundy, for many years a partner in the Gundy-Clapperton Co., Toronto, manufacturers of cut glass, has disposed of his holdings in that company and in future will devote all his attention to the McGlashan, Clarke Co., Niagara Falls, Ont., in which he has an interest. The latter company manufactures silver plated and metal flat-ware and celluloid cutlery and are the pioneer manufacturers in Canada of the Firth stainless steel table knives.

Maritime News

Moncton, N.B.—Samuel McWhinney, sheet metal worker, and Frank L. Pickle, bookkeeper, both of Moncton, carrying on business as S. McWhinney & Co., have dissolved partnership. Samuel McWhinney will carry on the business.

* * *

Shediac, N.B.—Ovide Gaudet, of Shediac, plumber, and Camile Gaudet, accountant, of the same place, have entered into partnership as the Gaudet Brothers, tinsmiths, plumbers and hardware.

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Fredericton, N.B.—Among the directors elected to the board of New Brunswick Telephone Co. are F. R. Sumner, president of the Sumner Co., Moncton; R. B. Emerson, of Emerson & Fisher, and J. L. McAvity, of T. McAvity & Sons, St. John, N.B. These directors represent three of the largest hardware concerns in the Maritimes.

Quebec Considers Asbestos Control

Quebec.—It is reported that the Quebec Government is considering the question of putting the asbestos mining industry of the province under control in the same way as it has dealt with the pulpwood industry, providing that in the development of the asbestos mines it shall be a condition of the leasing of rights that plants be established in the Province of Quebec for the manufacture or partial manufacture of this material.

At the present moment Quebec Province supplies 85 per cent. of the asbestos requirements of the world, but very little is manufactured in the Province, plants being mainly in the United States.

One hundred and seventy-four thousand five hundred and twenty-one tons of asbestos, valued at $11,758,234, were shipped from the Province in 1919-20.

Promotion For A. W. Clark

President S. R. Fraim, of the E. T. Fraim Lock Co., Lancaster, Pa., announces that Mr. Alfred W. Clark, of Stamford, Connecticut, has assumed the duties of general sales manager for that corporation, with offices at Lancaster. Mr. Clark is known to the hardware trade throughout the United States and Canada. He became associated with the Yale & Towne Manufacturing Co., in 1890. Later he became salesman, and after eleven years in that capacity he became successively, manager of trade sales, assistant general manager of the Stamford plant, general manager of the Canadian Yale & Towne plant. Five years ago, he was made manager of price and product for the entire company.

Ford Motor Co. to Start Glass Factory

Detroit.—A glass factory is to be established in Flat Rock, Mich., by the Ford Motor Co. This is to be the first plant to be located outside of Detroit, following out his plan to establish Ford factories in small cities.

Form Steel and Iron Section

A new section of the Montreal branch of the Canadian Manufacturers' Association to be known as the "Steel and Iron" section has been organized. It is stated that there were over 150 firms in Montreal engaged in the manufacture of iron, steel or machinery and other metallic goods, and it is expected that this branch will eventually become one of the most important in the local organization. Steps are also being taken to organize other sections, including the dry goods, electrical apparatus, leather goods and foodstuffs trades.



J. K. ILLSLEY,

who, as announced in a recent issue of Hardware and Metal, has been appointed acting-manager of the Toronto office of Brandram-Henderson, Ltd. Mr. Illsley was formerly assistant to the manager of the Maritime division.

Agreement for British Empire Merger

Montreal.—At the conclusion of the meetings of the Boards of Directors of the Dominion Steel Corporation, Limited, and the Nova Scotia Steel & Coal Co., Ltd., it was officially announced that the boards of these companies had arrived at an agreement for the consolidation of the Dominion Steel Corporation, Ltd., the Nova Scotia Steel & Coal Co., Ltd., and the Halifax Shipyards, Ltd., under the name of the British Empire Steel Corporation, Ltd. The agreements are subject to the underwriting of certain securities, upon the completion of which the boards of the companies will again meet for the purpose of approving the underwriting and fixing the date when the agreements will be laid before the shareholders of the interested companies for their approval.

Paint Company Opens Retail Branch

Hamilton.—The Sherwin-Williams Co. has opened a retail store in the city of Hamilton, Ont., for the exclusive retail sale of Sherwin-Williams products.

Senator Nicholls Leaves Dominion Steel Board

Senator Frederic Nicholls, vice-president of the Dominion Steel Corporation, has resigned. Pressed for reasons for his resignation, Senator Nicholls said that an accumulation of other duties made it increasingly difficult for him to make the journeys to Montreal for Dominion Steel meetings. Asked whether he had differed from the other members of the board in regard to the proposed merger, he said he had nothing to add to the statement above given.

Changes on Staff of Canada Foundries and Forgings, Brockville

Brockville, Ont.—Among the changes in the executive of the Canada Foundries & Forgings Co. is to be noted the return of W. M. Weir as president in succession to T. J. Dillon, whose resignation was announced a few days ago. The board now stands as follows: Wm. M. Weir, president; Hon. George P. Graham, vice-president; Hon. W. J. Shaughnessy, Montreal; Lt.-Col. C. M. Monserrat, Ottawa; W. T. Sampson, Gananoque; Lt.-Col. C. W. McLean, W. D. Robb and B. F. Conway, Montreal; James Arnold, general manager, Brockville, and J. H. Briggs, Brockville, the latter being also secretary-treasurer.

The retiring members of the board are: T. J. Dillon, Welland; Henry Bertram, Dundas; Lawrence Chamberlain, New York; John T. Dillon, Buffalo; S. J. Lehurray, Montreal; J. A. Mackay and Colin O. Cameron. New names are: W. T. Sampson, W. D. Robb, B. F. Conway and James Arnold, while Hon. W. J. Shaughnessy, who retired from the board last year, has been re-elected, and W. M. Weir, who retired from the position of president last year, but remained on the board, returns to the position of president.

Appliances, Ltd., Agents for Bluebird Washer

Appliances, Ltd., 208 King Street West, Toronto, have been appointed exclusive sales agents for the "Colonial Maid" Bluebird electric clothes washer for the British Empire.

The general management of Appliances, Ltd., will be under the direct control of F. E. Hazard, formerly sales manager of the Bluebird Corporation, Ltd., manufacturers of "Colonial Maid" Bluebird electric clothes washer, and all business heretofore controlled by Bluebird Corporation, sales division, will be handled by Appliances, Ltd. The Winnipeg office of Appliances, Ltd., 304 Montreal Trust Building, will remain under the management of R. J. Dinwoody, formerly assistant sales manager of Bluebird Corporation, Ltd.

The general sales policy of Appliances, Ltd., will, it is said, provide for establishing immediately jobbing and warehouse connection throughout the Dominion.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

ENTERPRISE MFG. CO.

Montreal.—The Enterprise Mfg. Co., Ltd., Philadelphia, Penn., has just issued a new catalogue, showing their complete line with illustrations. Copies of same can be obtained from Messrs. Adcock & Brewer, 222 St. James St., Montreal.

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MILLERS FALLS COMPANY

Montreal.—Something new in stock books has just been issued by Millers Falls Company, Philadelphia, Penn. It is really for the convenience of the jobber or large buyer who wishes to secure benefits of the superior stock system. This stock book shows the cut of the article, the catalogue number, size, material, finish, number of key changes and space for the price. Same may be procured from Messrs. Adcock & Brewer, Ltd., 222 St. James St., Montreal.

* * *

AUTOMOBILE BUMPERS

A catalog has been received from the Skinner Co., Ltd., Gananoque, Ont., illustrating a complete line of automobile bumpers made by this firm. In an introduction to the catalog the Skinner Co. state that they have established a policy of confining their sales to the legitimate jobbing trade. Bumpers for all the leading makes of cars are manufactured and listed, and every Skinner bumper is made under Canadian patents which are owned and controlled by the company.

* * *

BROWN & SHARPE GRADUATES

We have received a booklet under the above heading from the Brown & Sharpe Mfg. Co., Providence, R.I. The booklet contains a list of some of the men who have graduated or completed training courses in the machinery manufacturing trades. With the idea of making lists more complete in future editions Brown & Sharpe will gladly send a copy of the booklet to any reader of Hardware and Metal who is a former graduate apprentice or any one else who might find it useful as a vocational guidance.

* * *

"THE DISSTON CRUCIBLE"

A booklet has been received from the Henry Disston & Sons, Philadelphia, U.S.A., with a Canadian works at Toronto, entitled the Disston Crucible.

The copy received is dated January, 1921, and is published monthly by the Disston firm "for the advancement and interest of millmen."

The present issue contains some very interesting articles and items that will particularly appeal to users of cross-cut saws and the lumber industry generally. The magazine contains 16 pages, 5½ in. x 8¼ in., and is illustrated.

* * *

ASHDOWN'S SUMMER SPORTING GOODS CATALOG

A copy of a new sporting goods catalog for summer goods has been received from the J. H. Ashdown Hardware Co., Ltd., Winnipeg.

The catalog is fully illustrated and well got up and includes among other goods a comprehensive list of fishing tackle, canoes and rowboats, tents, hammocks and camp furniture. In other sporting goods, baseball supplies and outfits are fully listed, as are tennis, golf and lawn bowling goods. Followers of football and cricket will also find their wants cared for.

Other lines shown include bicycles, baby carriages, dog collars and leads, whistles and compasses, vacuum bottles and lunch kits, etc. The J. H. Ashdown Co. will gladly send a copy on request.

* * *

A VALUABLE BOOKLET FOR CHUCK USERS

The Skinner Chuck Company, New Britain, Conn., manufacturers of chucks for over thirty years, have just issued an interesting and really instructive booklet entitled, "Chucks and Their Uses." The object of the booklet is to offer the machinery buyer, the machinery salesman, the student, apprentice and mechanic, a compact, easily understandable, authoritative fund of information on standard types of chucks and their uses.

The booklet begins with a history of chucks and the story of their development. Then are taken up in detail the various types of chucks and their uses, each type being explained separately and in detail. Suggestions are offered regarding the proper way to fit a chuck to a lathe and the care of the chuck. An interesting feature of the booklet is a number of succint and homely "don'ts" that will be of interest to every practical user of chucks.

It is the intention of the Skinner Chuck Company to distribute these booklets without charge to any person interested in chucks.

* * *

PLUM COULEE RAWHIDE HALTERS

In issuing a new booklet, R. R. Kinread, 70-74 Princess St., Winnipeg, Man., announces that the business of R. R. Kinread and that of M. Silbert & Sons, have been amalgated, and M. Silbert & Sons in addition to their own lines will now manufacture the lines formerly made by R. R. Kinread and R. R. Kinread will have the sale of all goods manufactured, and is now the exclusive sales agent for the Plum Coulee rawhide halters, and the Canada "Never-Break" trace, for both the wholesale and the retail trade. The different styles and sizes of halters, traces, breechings, bellybands, hame and breast straps, etc., are listed and shown in the booklet just issued by R. R. Kinread. Each article made is thoroughly guaranteed, and is stated to be of the same grade and quality that has caused these goods to be known to almost every horse owner throughout the West, and they are now being shipped all over Canada.

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GASOLINE FIRE POTS AND TORCHES

Clayton & Lambert, Detroit, Mich., have recently issued a catalog listing and describing the various lines of fire pots and gasoline torches they manufacture. About 60 different styles and sizes of torches suitable for all kinds of uses, trades and jobs, and varying in size from a jewellers or electricians torch 1¾ inch by 6½ inch, to a brazing machine with a ten gallon tank.

The new improved double needle torch recently introduced by Clayton & Lambert, is also shown and described. The booklet also includes a list of all extra repair parts for torches and fire pots.

* * *

SEAMLESS BRASS AND COPPER TUBING

A price list has been issued by the Goldstein Mfg. Co., John St., Toronto, Ont., of brass and copper seamless drawn tubes. This firm specialize in small sizes and thin gauges and fancy shapes in brass, copper, nickel, silver and precious metals, and also in silver solders for all purposes. **Alexander Gibb, 3 St. Nicholas St., Montreal, Que., is selling agent for the Goldstein Mfg. Co.**

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2648. **Representation in South America.**—A member of the Canadian Expeditionary Force at present residing in New Orleans and who is about to go to Mexico as a representative of a United States firm, desires to take up work with a Canadian exporter or group of exporters who desire to do business in the Spanish Republics of South America.

2693. **Construction materials. —** Large quantities of various building materials and equipment will be in demand for the rebuilding of the destroyed portions of Cork, for which an Irish trade incorporation desires to open up communications with Canadian exporters with a view to furnishing these supplies.

2694. **Representation in the British West Indies.**—A Canadian incorporation, which has an office in New York, intends opening up business in Trinidad, Barbados, and British Guiana. They desire to represent any firms interested in exporting to those countries, especially in cement, steel sheets and bars.

2696. **Plated ware.**—A firm of exporters, importers, and manufacturers' agents, with offices in Barbados and Trinidad and covering the West Indies, desires to obtain a Canadian connection for plated ware of all kinds. Good connections and references.

2737. **Representation in Australasia and the Orient.**—A returned officer, established as selling and export agent in Vancouver and having completed several large foreign sales since returning from overseas, desires Eastern Canadian connections in metal products, woodenware, etc., for sale in British Columbia or for export. Has representatives in Australia, New Zealand, the Orient, Straits Settlements, and other markets. Possesses thorough knowledge of import and export technique, is familiar with engineering problems, and in a position to advise purchasers on technical subjects. First-class bank references.

2739. **Electrical material.**—An old-established firm in Milan are anxious to get in touch with Canadian firms dealing in the above.

2742. **Rubber goods (all kinds).**—A very important Milanese firm would be glad to consider offers from Canadian firms dealing in rubber goods.

2745. **Leather belting, asbestos, etc.**—A house in Milan would be glad to purchase the foregoing articles in Canada.

2746. **Asbestos.**—A firm in Genoa are most anxious to represent Canadian firms wishing to export asbestos to Italy.

2747. **Electrical material.**—One of the most important Italian limited companies would be glad to hear from Canadian firms wishing to export the above to Italy.

PERFECTION GRINDERS

The Star Specialty Manufacturing Co., 227-233 W. Erie St., Chicago, Ill., have issued a catalog in which the Perfection grinders made by this firm are listed and described. A size and style of grinder is made for different requirements, and besides the belt driven grinders for mills, factories, shops, farms or garages using gasoline or other power there is also a full line of lighter grinders suitable for household and domestic use, as well as for mechanics, farmers, butchers, etc.

Perfection grinders are stated to combine the best of material, workmanship and finish, and each machine is thoroughly inspected and guaranteed to be perfect. **The Star Specialty Co. is represented in Canada by T. Mortimer, 64 Wellington St. W., Toronto, Ont.**

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of February 23, 1901:

"White lead has taken another sudden decline. Quotations in 25-lb. packages are now Pure, $6.50."

"The first annual ball and concert of the Employees' Benefit Society of The McClary Mfg. Co., London, Ont., was held Monday night. Twelve hundred people participated in the event. The society is no new organization notwithstanding that this was their first attempt at a festive gathering of the kind. Lieut.-Colonel Gartshore was president of the general committee, Mr. McClary was honorary president."

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"An address was delivered at the Toronto Board of Trade by A. J. Moxham, general manager of the Dominion Iron and Steel Co., Sydney, N. S., on the iron and steel industry of Canada and the United States."

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"Young & Paulin, hardware merchants, Wingham, Ont., have dissolved. Alex Young continues."

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"Stovel & Strang, hardware dealers, Edmonton, N.W.T., have dissolved. James A. Stovel continues."

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"J. H. Ashdown, wholesale and retail hardware dealer, Winnipeg, is in Nelson, B.C., on business."

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"Thos. Cotter, of Cotter Bros., Winnipeg, was in Toronto this week."

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"Jas. Hutton & Co., Montreal, who had their offices destroyed by fire, have changed their address to 6 St. Sacrament St."

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"The general committee for the first annual ball and concert of the Employees' Benefit Society of the McClary Mfg. Co., London, included: John McClary, honorary president; W. M. Gartshore, president; Joseph Nicholson, first vice-president; James Pirie, second vice-president; H. Woodman, F. Bailey, J. Head, F. Couke, J. Barned, M. G. Delaney, W. Yelland, C. Manning, E. Wingett, D. Wilson, S. Milliken, J. Bailey, C. Donavan, J. Walcott, W. Lehman, R. Spencer, and John Kenneally were among those who directed the affair."

Big Future For Steel in Canada

World Conditions in Iron and Steel Production Outlined by President of U. S. Steel Products Co.—Building and Railroad Development Important Factor in Canada

THAT the steel requirements of the world are tremendous and that the latent demand which will make itself felt will mean big business for producing interests the world over, was the opinion expressed by E. P. Thomas, New York, president of the United States Steel Products Company, speaking in Toronto recently. Mr. Thomas recently returned from a visit to Europe and his outline of world conditions in the iron and steel industry was interesting. He stated that the non-warring countries in Europe were now 50,000,000 tons short of their normal requirements of steel, many works of international importance having been set aside even before the war because of the menace of international strife. He intimated that since the future is now more assured that these impediments have been largely removed.

Europe's Production Low

In speaking of the reconstruction of Europe Mr. Thomas stated that Belgium had increased its steel production to 60 per cent. of normal. Germany, he stated, was making between 7,000,000 and 8,000,000 tons less annually than before the war. When Russia comes back, if it does come back, he asserted, the greater part of Germany's exportable surplus of steel would be required in that country. On the whole, however, he believed the steel-making capacity of Europe would aid in making good the world shortage, and that such assistance would be needed.

Canadian Plant Rises

Referring to the construction of the Canadian plant of the Steel Corporation at Objibway, Ont., on the Detroit River, Mr. Thomas reminded his hearers that, in spite of the apparent tendency to delay building operations, $4,000,000 had already been spent, and that two large blast furnaces were well on the way toward completion. Incidentally he mentioned that whereas the Ojibway plant would have cost $20,000,000 according to the original estimates, the expenditure on the basis of present prices would be fully $50,000,000. The Steel Corporation will ultimately take its place as a Canadian manufacturer.

Outlook Better in Canada

The industrial outlook in Canada, Mr. Thomas believed to be more optimistic from the standpoint of its business leaders than in the United States. He saw the potential field for a great expansion in steel business in the Dominion, taking into account the building requirements and the needs of the Canadian railways. Coming fresh from an examination of European conditions, and with the advantage of intimate acquaintance with the United Sates situation, Mr. Thomas' attitude was one of decided optimism, taking a long view of the future.

LITTLE RESPONSE TO LOWER STEEL PRICES

Continued from page 36

have been blown out, 20 now being active out of 29. In Pittsburg active ingot making is not more than 70 per cent. of the whole, as compared with about 80 per cent. a week ago. The leading independents appear to average about 25 per cent. and are active, as is true of the Steel Corporation, chiefly in pipe making.

Steel bars are easily obtained at 2.10c, Pittsburg basis, but sales have been made at 2c, and 1.95c has been quoted. Plate quotations range from 2.15c to 2.20c, though here also 2c has been named, with doubt now that business could be done at this basis except on an unusually attractive lot.

Wildest prices mark the sheet market, ranging from 3.70c for resale black sheets to 4.10c from mill, the latter representing a $2 drop from the level obtaining in the last two weeks. Resale galvanized sheets have been offered at 4.85c, while mill quotations range from 5.20c as in Chicago to 5.35c in Pittsburg, the latter representing a $3 per ton drop in the week and $7 in two weeks. Wire nails are off $3 following a $5 drop in plain wire a week ago.

The recent decline of $5 per ton in the price of basic pig iron in the valley has not brought out much business. The general tendency of the pig iron market is still downward. Prices on foundry iron have declined $1 at Cleveland and Pittsburg and are uncertain in other centres.

Increasing Imports of Gasoline

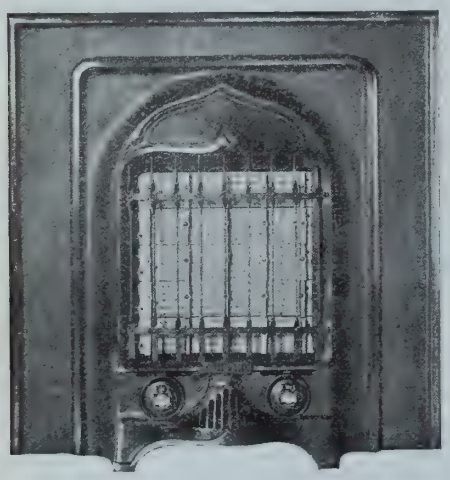
Consumption of gasoline in Canada has increased greatly since the war. In the first eleven months of 1918 importations of gasoline from the United States amounted to 662,000 barrels, while in the same period of 1920 it was 1,262,000 barrels, an increase of almost 100 per cent. At the same time the quantity of crude oil sent to Canada from the United States increased from 4,226,000 barrels in the 1918 period to 6,040,000 barrels in 1920, or nearly 50 per cent. The increase in the use of motor vehicles has been particularly pronounced in the farming sections of Western Canada. The Dominion imports a large quantity of high-grade oil from the Wyoming and Ohio fields, and from Peru, South America. Recently she has also imported Mexican crude.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

SUNFIRE ELECTRIC GRATE

The D. Moore Co., Ltd., Hamilton, Ont., are introducing a new electric grate to the trade. The Sunfire grate is being made in two sizes, 24½ x 30½, and 30½ x 30½ in frame. It is made of cast iron in statuary bronze finish, and has a special steel back, so constructed that it can be placed in any opening not smaller than 23 in. high, 18 in. wide, and 3 in. deep, provision being made for cold air entering at the base of the heater and out at the top, making, it is claimed, perfect circulation. Other features are, cast iron water pan to keep air moist; removable front for replacing burnouts, if necessary; double pole snap switches; specially constructed open guard; and non-corroding electrical connections.



Sunfire Electric Grate

There are three heats, low, medium and full, consuming 1,152, 1,728, and 2,880 watts respectively. The standard voltage is 110.

The makers claim that a Sunfire will heat a room 20 x 20 x 10 ft. satisfactorily at low cost, without dust, dirt or odor, and there is no waste heat going up the chimney, as in the case of a coal or wood stove or fire grate.

TOOL MAKERS' BUTTONS

A new tool maker's button, designed as No. 494D, has recently been put on the market by the L. S. Starrett Co., of Athol, Mass. This button is used principally on jig work, such as is used in the engine, automobile and harvesting machinery industries, and is 1 inch long and 1 inch diameter, a useful size for machine shops.

When a bushing in a jig cover is moved a few thousandths of an inch the general method followed has been to



No. 494 Tool Maker's Buttons

plug the old bushing hole to rebore. This new button, it is claimed, saves time as it may be located over the hole and clamped from the under side of the cover.

LIQUID VENEER MOP POLISH

A new mop polish is being put on the market by the Buffalo Specialty Co., of Bridgeburg, Ont. This is not the regular liquid veneer which this company has been selling for over twenty years, but a companion product. It is now offered to the public in response to a strong demand for a somewhat heavier product than liquid veneer, for use on dusting and polishing mops, such as the Liquid Veneer mop, as well as for use on a cloth that has previously been moistened with water. It is not intended to displace the regular liquid veneer, which is so favorably known, but, as previously stated, has been specially introduced for use on polishing mops and for cleaning and polishing woodwork, furniture, hardwood floors, automobiles, etc. It is put up in 4 and 12 oz. bottles and 32, 64 and 128 oz. tin cans.

NEW LIQUID VENEER MOP

A new liquid veneer mop, called the Liquid Veneer Junior, is introduced to the trade by the Buffalo Specialty Co., Bridgeburg, Ont. This mop, it is stated, has all the features of the regular mop,



Liquid Veneer Junior

except that it has not the full yarn centre, and retails for 50 cents less. The swab can be easily removed for washing, as in the regular mop, and as easily replaced.

C.C.M. NOW MAKING BOB SKATES

The Canada Cycle and Motor Co., Ltd., Weston, Ont., have commenced to manufacture a C.C.M. bob skate. The "bob" skates are a popular line for young children, and this new addition to the C.C.M. line will be ready for shipment in the immediate future.

CANNON PUMP OILERS

Two new additions have been made recently to the line of Cannon oilers. A new arrangement of the valves has been made and they are set in a horizontal plane so that, regardless of vibration, they always sit perfectly square on their seats, and being set at the lowest point insures that they are submerged in oil and require no priming. Another new feature is the elimination of the valve chamber. This insures the maximum effect upon the action of the valves in the pump piston.

In addition to the oiler described above the Cannon people have brought out a new type of automotive pattern pump oiler called the Handy Oiler.



Cannon Pump Auto Motive Oiler

This oiler is made in steel and copper plate finish and is intended for use in motor cars, launches and for general household use.

The details of construction include the one-piece deep drawn body, a double-seamed bottom and a brass oil filler opening. Its interior construction includes the all brass valves and the arrangement of the higher priced type described above. The spouts are non-detachable and are lap seamed; pump cylinders are of seamless brass tubing and the plungers are packed in calf leather.

The control of the oil in all the Cannon oilers is claimed to be regulated from a drop to a tablespoonful by pressure on the pump piston.

These oilers are manufactured by the Cannon Oiler Co., Keithsburg, Illinois, and descriptive circulars and general catalog will be mailed to any inquirers. Eastern Canadian agents are A. G. & A. L. Brown Co., St. James St., Montreal.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

SEVERAL important price changes have been made this week in hardware commodities. The base price on bright, annealed, and oiled and annealed wire has been reduced, and the "extras" list has been revised. New lower prices have been issued on the various kinds of bolts and nuts. White lead in oil has been further reduced in price, and putty quotations are also lowered.

Other price changes include reductions on leather soles and heels, harness and harness parts, stove bolts, wrought iron washers, electric weld coil chain, cow ties and halter chains, trace chains, coach screws, some lubricating oils and cup and axle grease. Bale ties and hay wire are lower in price; stove pipe wire has been reduced and a further decline is noted on cotton rope. Black and galvanized sheets show some reductions, but wrought pipe and fittings and bar iron and steel are held unchanged. In ingot metals the market continues dull with prices practically unchanged. Pig lead and spelter are easier and tin continues to fluctuate. In primary steel markets not much change is shown. The lower quotations made by some of the independent mills in the United States have not resulted in an increase of business to any appreciable extent, according to Pittsburgh reports. Business on springs and summer lines continues to show improvement and booked orders are now being shipped. Manufacturers and wholesalers are very optimistic, and with the approach of spring look for a return to a normal demand for all lines.

Montreal Markets

MONTREAL, February 24.—Many price changes of importance are noted in this week's market reports. Perhaps deserving first mention is the reduction on iron and steel wire, base price now being $5, with no extra charge for annealing, and the old extras now in effect. Electric welded chains of different kinds are also reduced from 5 to 15 per cent. A new bolt and nut price list is issued this week showing reductions on all kinds of bolts, coach and lag screws, and both square and hexagon nuts. Stove bolts are now 62½ per cent. off list, former quotations being 57½ per cent. Wrought iron washers have a new discount of 40 per cent. off list prices. Tap soles and heels show a decline of approximately 10 per cent., and lubricating oils are now from 3 to 5 cents a gallon less on the different grades. Cotton rope is again reduced 3 cents per pound.

Black and galvanized sheets are from 50 cents to $1.55 per 100 lbs. lower on the different gauges. Pipe, pipe fittings, bar iron and steel, and corrugated sheets remain steady. Ingot metals are reported slightly easier.

Bolts and Coach Screws Reduced

Montreal.

New lower prices are now effective on all kinds of bolts, coach and lag screws. Following is a complete list with the different discounts from list price:

BOLTS AND NUTS

Carriage Bolts, $1.00 list, ⅜ in dia. and smaller, 6 in. and shorter	25%
Do., longer lengths	10%
Do., 7-16 in. and larger	15%
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	40%
Do., ⅜ in. dia. and smaller, longer lengths	15%
Do., 7-16 in. dia. and larger	20%
Sleigh Shoe Bolts, all sizes	10%
Coach and Lag Screws	35%
Square Head Blank Bolts	20%
Bolt Ends	20%
Plow Bolts, 1, 2, 3, heads	25%
Do., others	25%
Elevator Bolts, large head	10%
Do., corrugated heads	40%
Fancy Head Bolts	10%
Shaft Bolts ($3 list)	10%
Step Bolts, large head ($3 list)	10%
Whiffletree Bolts	10%

Stove Bolts 62½ Per Cent. Off

Montreal.

The new discount on stove bolts is 62½ per cent. off list; the former discount was 57½ per cent. off list.

Blank and Tapped Nuts Lower

Montreal.

Both hexagon and square nuts are priced lower in either blank or tapped. The reduction amounts to 75 cents on square and 50 cents on hexagon. Following are the present quotations:

NUTS—2 inch and smaller—	
Square blank, add to list	$1 25
Square, tapped, add to list	1 75
Hexagon, blank, add to list	1 75
Hexagon, tapped, add to list	2 25

Wire Now $5 Base

Montreal.

A reduction of 50 cents per 100 pounds is made on iron and steel wire, including bright, annealed, oiled and annealed, tinned and coppered. The new base price is $5 per 100 pounds, with the old extras now in use. Also, no extra is now charged for annealing.

Hay Wire Lower

Montreal.

Lower prices are now quoted on cut hay wire and bale ties, and new prices are shown below. The old list of extras is also now in effect. F.o.b. Montreal.

Cut Hay Wire—9 ga., $5.60; 10 ga., $5.70; 11 ga., $5.80; 12 ga., $5.90; 13 ga., $6.10; 13½ ga., $6.15; 14 ga., $6.30; 15 ga., $6.55; 16 ga., $6.90.

Bale Ties—12 ga., $5.90; 13 ga., $6.10; 13½ ga., $6.15; 14 ga., $6.30; 15 ga., $6.55; 16 ga., $6.90.

Wrought Washers Lower

Montreal.

A new lower discount is made on wrought iron washers, which are now 40 per cent. off list instead of the former 35 per cent., with usual lists and net extras for small quantities and package allowances.

Roofing Pitch $1.50 Per Cwt.

Montreal.

A new price has been made on roofing pitch, slightly higher than former quotations, at $1.50 per 100 pounds.

Tap Soles and Heels Decline

Montreal.

A reduction of approximately 10 per cent. is made on tap soles and heels. Below are the new quotations on a few of

the best selling sizes:

Tap Soles (women's)—No. 37½, $2.05; No. 37, $3.50; No. 36, $3.80 doz.

Tap Soles (men's)—No. 15, $2.25; No. 14, $2.85; No. 121, $3.65; No. 11, $4.95; No. 10, $6.20 doz.

Tap Soles (misses' and youths')—No. 134, $1.20; No. 43, $2.75; No. 4½, $3.35.

Heels—No. 50, $1.45; No. 81, $1.00; No. 141, 90c.

Decline in Lubricating Oils

Montreal.

A reduction of from 3 to 5 cents per gallon has been made in the prices of the different lubricating oils. The new list, with the different grades quoted, is not yet available and more particulars will be given next week.

Coil Chain Reduced

Montreal.

Dominion electric welded twist coil chain shows a reduction of about 10 per cent. on the different sizes.

Cow Ties Slightly Lower

Montreal.

A reduction is made on electric welded cow chains of approximately 10 per cent. Stall fixtures however remain unchanged in price.

Halter and Dog Chains Decline

Montreal.

Halter chains and dog chains, electric welded, are now quoted 5 per cent. lower. Tie out chains are reduced 15 per cent.

Trace Chains Reduced

Montreal.

A reduction of 15 per cent. is made on electric welded trace chains.

Cotton Rope Again Declines

Montreal.

Cotton rope again features in a reduction in price, the decline being 3 cents per pound. Present prices are 3-16-inch 46 cents, ¼ to ¾-inch 45 cents per pound.

Waste Materials Remain Quiet

Montreal.

Scrap metals are again reported quiet this week. Dealers have been expecting an improvement in recent weeks. but to date the market on both buying and selling is dull. Enquiries are being made and it is hoped that these will bring better business in the very near future Present quotations are:

DEALER'S BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 07
Red Brass	0 11
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Corrugated Sheets Unchanged

Montreal.

Sales on corrugated sheets are said to be seasonably small, with prices remaining unchanged from the beginning of the year. Stocks are in good shape, awaiting the spring demand. Quotations are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Sap Buckets Moving

Montreal.

Sap buckets are now being forwarded to the dealers, the season being very near at hand. Buckets of imperial measure are being made up by some manufacturers this season, and sales of these are said to be good. Following are the prices on both imperial measure and the older numbered sizes:

Sap Buckets.—No. 8, $21.88; No. 9, $24.50; No. 12, $26.25; No. 16, $31.50 per hundred; 1 gal., $21.88; 1½ gal., $26.25; 2 gal., $31.50 uer hundred.

Spouts.—Perfection. $25 a thousand; Eureka, $16.50; Sterling, $38; Square syrup cans, 1 gal., Imperial, $26 per hundred.

Metal Lath Prices Hold

Montreal.

There has been no change in the prices of metal lath, with very little business offering. Building activities control this product to a great extent, therefore sales might be expected small, however bookings have not been placed in comparison with other years. Present prices are as follows:

Metal Lath (painted)—26 gauge, 42c; 24 gauge, 48c; 23 gauge, 57c sq. yd.

Galvanized—11c per sq. yd. extra, Discount, 10%.

Zinc Sheets Slightly Lower

Montreal.

In lead products this week, zinc sheets have been marked slightly lower and are now quoted at 14 cents a pound. Other lines remain unchanged, with a fair business reported. Present prices are as follows:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Sheets at Reduced Prices

Montreal.

Black sheets and both American and English standard galvanized sheets are shown at reduced prices. These declines, however, are made from stocks on hand, as import prices have not lowered recently. Stocks in the hands of importers and jobbers are still quite heavy, the seasonable demand being very light. Black sheets are from $1.25 to $1.55 lower in price, American galvanized one cent, and English standard ½ cent per pound lower. Quotations at present are:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 30
12 gauge	6 35
14 gauge	6 45
16 gauge	6 55
18-20 gauge	7 10
22-24 gauge	7 15
26 gauge	7 20
28 gauge	7 30

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 75
28 gauge	10 25
26 gauge	10 00
22 to 24 gauge	9 85
20 gauge	9 65
18 gauge	9 65
16 gauge	9 50
14 gauge	9 50
12 gauge	9 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	12 00	11 00
26 gauge	11 75	10 75
24 gauge	11 15	10 35
22 gauge	10 80	9 90
18 and 20 gauge	10 10	9 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Wrought Iron Pipe Unchanged

Montreal.

Sales of wrought iron pipe continue fair and of a sorting nature. Stocks are very good and prices remain unchanged, list No. 48 being still in use. Prices will be found on current market pages.

No Change in Fittings

Montreal.

Pipe fittings show no change from previous quotations, with stocks of the different smaller fittings in better shape than they have been for some time past. Following are the quotations:

Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Bar Iron and Steel Dull

Montreal.

Few sales are being made on bar iron and steel at present, and stocks are not heavy in the jobbers' warehouses. A better movement is expected soon, however, as the season advances. Prices remain at recent declines and are as follows:

Common bar iron, 100 lbs.	4 20
Refined iron	5 80
Iron finished machinery steel	4 25
Mild steel	4 20
Band steel	4 20
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 20
Tire steel	4 40
Toe calk steel	5 20
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steed in scroll bdles. 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Ingot Metals Still Dull

Montreal.

Ingot metals are slightly easier this week, with no improvement to report. While the price changes are not great, conditions are said to be very dull, and the improvement on metals is still to be looked for.

TIN.—This metal has fluctuated in the last few days, being up one day and down the next, with very little ultimate change in price. Production is being curtailed, owing to present values, but

with the consumption very light, this has shown no immediate effect on the market. Local price 38½ cents.

COPPER.—Copper is a little easier in New York and producers are inclined to shade prices. The export trade is fairly good, but local demand is very quiet. Electro 19 cents, casting 18½ cents.

SPELTER.—A weaker market is reported in the United States, having touched the new low point of $4.90. This means absolute loss in producing at this price, and the United States Government may have to impose a duty on this metal. The European market remains fairly steady, and foreign spelter is offered at reasonably low prices. Local price is 8 cents.

LEAD.—Lead is reported the weakest metal on the list this week, having touched the new low level of £19 in London and $4.15 in East St. Louis. It is quite probable that even lower prices will be reached. It is quoted easier at 6¾ cents locally.

ANTIMONY.—No change is noted in antimony, it remaining very quiet. Local price is unchanged at 8 cents.

ALUMINUM. — Aluminum is still quiet, with price unchanged at 34½ cents.

Toronto Markets

TORONTO, Feb. 24.—The chief features of the price changes this week are the new discounts on bolts of various styles, and the reductions on wire and the new list of wire "extras." Among the lines showing declines are leather goods, harness and harness parts, half soles and heels. Lubricating oils of various grades are reduced in price, and cup and axle grease are lower. The declines in bolts include practically every kind of bolt, such as carriage, machine, sleigh shoe, plow, elevator, plows, shaft, tire, stove and sink bolts, as well as coach screws. Blank and tapped nuts, both square and hexagon, are also lower. The bright wire base has been reduced and other reductions include oiled and annealed wire and stove pipe wire. New gauge extras on wire are issued, and also new extras for tinning, coppering and wrapping. A new extra for galvanizing nails shows a considerable reduction. Some declines are made on rules, measuring tapes and other carpenters' tools.

Staple lines such as nails, wrought pipe and fittings, sheets and plates, and bar iron and steel are held practically unchanged, and sales are in most cases light. Business continues to improve, but very slowly, but wholesalers and manufacturers are very optimistic and are expecting an increased demand for spring and summer requirements shortly.

Roofings Seasonably Quiet

Toronto.

Roofing and building papers have been seasonably quiet, but an improvement is expected in a short while, and with the resumption of building operations this spring it is felt that there will be a good demand again for these products. Prices generally are holding at the changes noted at the end of the year. The following are recent quotations: Imperial gray sheathing, $5.75 per hundredweight; Imperial white sheathing, $7.75 per hundredweight; Amazon roofing, special extra heavy, 80 pounds to the roll, $4.75 per square; Everlastic multi-shingles (4 in 1), $6.50 per square.

Rope Prices Are Held

Toronto.

There has been no change in rope prices since the decline of two weeks since, and a slow but gradual improvement in sales is reported. It is believed that the next month will show a difference, as many retail buyers, not only in this product, but in other lines as well, are waiting until the beginning of the season before placing their order. Present quotations on rope will be found on current market pages. The new prices for binder twine have not been issued yet.

Nails Show No Change

Toronto.

Nails are holding at the recent change, and wholesalers' quotations on wire nails are $5.10, base. For cut nails the base price is $6.20 per keg. Present sales continue light, but with a tendency towards improvement and wholesalers' stocks are adequate.

5 P.C. Reduction on Harness

Toronto.

A further reduction of 5 per cent. is reported on harness and harness parts, and present prices are 15 per cent. below those prevailing last summer. Business has been quiet in this line, but shows signs of improving, and it is expected that a better demand will be shown as spring approaches.

Some Lufkin Rules Lower

Toronto.

A new list on Lufkin rules shows a reduction of about 15 per cent. on the spring joint zig-zag rule.

Measuring Tapes Reduced

Toronto.

A slight reduction has been made on some of the Lufkin make of measuring tapes, and the No. 603, 50 feet, metallic, is now quoted at $3.38 net; No. 604, 66 feet, at $3.92, and the No. 403, linen, 50 feet, at $2.57.

Leather Soles Are Lower

Toronto.

An average reduction of about 10 per cent. has been made in the price of leather tap soles and heels. The last reduction was late last year. Present quotations on some of these lines are the following:

TAP SOLES—Men's No. 6, $7.45; No. 7, $6.75; No. 8, $6.10; No. 9½, $6.95; No. 10, $6.20; No. 11, $4.95; No. 121, $3.65; No. 122, $3.45; No. 123, $3.35.

Men's Slip—No. 125, $2.20; No. 126, $2.05; No. 127, $1.90; No. 128, $1.75.

Men's Taps, B, No. 12, $4.35; No. 13, $3.85; BB, No. 14, $2.85; No. 15, $2.25.

Boy's Taps—No. 30½, $2.85; No. 31½, $2.60; No. 31¾, $2.45.

Women's Taps—No. 35, $4.15; No. 36, $3.80; No. 37, $3.50; No. 37¼, $3.25.

Misses' and Youths'—No. 41, $3.35; No. 42, $3; No. 43, $2.75; No. 43½, $1.65.

Tire Bolts 50 P.C. Off

Toronto.

Tire bolts are now quoted at 50 per cent. off list, in place of 40 per cent. This is an approximate decline of 16 per cent.

Stove Bolts 12 P.C. Lower

Toronto.

Stove bolts have been reduced in price and the new discount is 62½ per cent. off list.

Stove Pipe Wire Down

Toronto.

A slight reduction has been made in the price of stove pipe wire, and it is approximately 5 per cent. lower. No. 18 is now quoted at $9.50 and No. 10 at $10.

Nail Galvanizing Prices Down

Toronto.

The extras for galvanizing nails have been changed, and new prices constitute a reduction of approximately 25 per cent. Under 1 inch the price is now $3.50, and over 1 inch $3 per 100 pounds.

Reductions on Bolts

Toronto.

New discounts are quoted on bolt lists, including carriage, machine, sleigh, shoe and other miscellaneous bolts. Prices are now lower by from 10 to 15 per cent. This is the second reduction within a short period. Following are the new discounts:

Carriage Bolts, $1.00 list, ⅜ in dia. and smaller, 6 in. and shorter	25%
Do., longer lengths	10%
Do., 7-16 in. and larger	15%
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	40%
Do., ⅜ in. dia. and smaller, longer lengths	15%
Do., 7-16 in. dia. and larger	20%
Sleigh Shoe Bolts, all sizes	10%
Square Head Blank Bolts	20%
Bolt Ends	20%
Plow Bolts, 1, 2, 3, heads	25%
Do., others	net extra 20%
Elevator Bolts, large head	10%
Do., corrugated heads	40%

Fancy Head Bolts	10%
Shaft Bolts ($3 list)	10%
Step Bolts, large head ($3 list)	10%
Whiffletree Bolts	10%
Tire Bolts	50%
Sink Bolts	60%
Stove Bolts	62½%

Coach Screws Down 20 P.C.

Toronto.

A reduction of nearly 20 per cent. has been made in coach or lag screw prices. The new discount is 35 per cent. off list instead of 20 per cent.

Tapped and Blank Nuts Down

Toronto.

Square and hexagon tapped and blank nuts have been reduced in price. The new quotations are given below. The previous additions to list were $2, $2.50, $2.25, $2.75 respectifully.

NUTS, 2 in. and smaller—	
Square—Blank, add to list	$1 25
do., Tapped, add to list	1 75
Hexagon—Blank, add to list	1 75
do., Tapped, add to list	2 25

Bright Wire Base Down

Toronto.

The base price of bright and annealed wire has been reduced and is now $5 per 100 pounds. Annealed now takes the same base, and the extra on oiled and annealed is 15 cents per hundredweight.

New Wire Base Extras

Toronto.

Effective February 21 a new list of wire gauge extras is issued. This is virtually a return to the old gauge extras and is as follows:

Wire Gauge Extras—No. 0-9, Base; No. 10, 6c; No. 11, 12c; No. 12, 20c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c.

Other Wire Extras

Toronto.

The other extras for soft drawn bright, coppering, tinning and wrapping and burlapping are as follows:

Soft Drawn Bright—No. 0-9 gauge, per 100 lbs., 25c extra; 10-13 gauge, 50c extra; 14-16 gauge, 70c extra.

Coppering and Liquor Finish—14 gauge and heavier, $1; 15-16 gauge, $1.50.

Tinned Wire—12 gauge and heavier, $2; 13-15 gauge, $2.50; 16 gauge, $3.

Wrapping Tinned and Coppered—Papering, per cwt., 25c; Burlapping, 25c; Papering and Burlapping 50c.

Bale Ties Are Lower

Toronto.

Reductions have been made in bale tie prices, and effective February 21 the following quotations are in operation:

Bale Ties, Single loop—12 gauge, $5.90; 13 ga., $6.10; 13½ ga., $6.15; 14 ga., $6.30; 15 ga., $6.55; 16 ga., $6.90.

Cut Hay Wire.—9 gauge, $5.60; 10 ga., $5.70; 11 ga., $5.80; 12 ga., $5.90; 13 ga., $6.10; 13½ ga., $6.15; 14 ga., $6.30; 15 ga., $6.55; 16 ga., $6.90.

Fine Wire Reduced

Toronto.

A reduction of $2 per 100 pounds was made February 21 on all fine wire.

Barbed Wire Prices

Toronto.

The following are the present quotations on barbed wire, galvanized plain twist wire, galvanized coil spring wire and plain galvanized wire. Quotations on these lines at the present time are variable on account of the fluctuations of the market and are subject to change without notice.

Barbed Wire, 80 rod reels—2 x 5, $4.15; 4 x 6, $4.40; 4 x 4, $4.80.

Galvanized plain twist, $6.

Plain Galvanized Wire—Gauges 3-9, $5.90; 10 ga., $5.95; 11 ga., $6; 12 ga., $6.15; 13 ga., $6.25; 14 ga., $6.35; 15 ga., $6.95; 16 ga., $7.10.

Galvanized Coil Spring—No. 9 ga., $5.05; 12 ga., $5.20.

Lubricating Oils Reduced

Toronto.

Reductions have been made in some lubricating oils. The list price of machine oil, regular grades, has been reduced from 56.10 cents to 52.60. Imperial gas engine oil from 62.60 to 59.10 cents. Paraffine oil has been reduced from 39.60 cents to 31.10 list. The discount on above is 15 per cent.

Cup and Axle Greases Drop

Toronto.

A decline of approximately one-half cent per pound has been made in cup grease and axle grease prices. The new list prices are not yet available.

Woodenware Firm

Toronto.

Woodenware prices continue firm and show no changes. Some buyers look for reductions along these lines on account of reported declines in lumber prices, but it is stated that it would probably be some time before manufacturers' and wholesalers' stocks felt the effect of any declines in the raw material. The fact, too, that some manufacturers are guaranteeing their customers against declines until July 1 next should be an incentive it is thought for buyers to place orders for their requirements.

Wares Quiet and Unchanged

Toronto.

Ware shipments are reported to be steady at the present time, but not heavy. It is thought that few retailers are heavily stocked in these goods, and there is a tendency at this period of the year to reduce stocks. Prices are holding unchanged, and the only alterations in ware quotations lately have been the recent declines in copper goods, but manufacturers state that ware prices, when they went up, did not increase in proportion to the advance in sheet and plate prices. In tinware a good movement of sap pails and supplies is reported at the present time. Galvanized ware is selling fairly well and aluminum wares are reported to be in steady demand.

Eavestrough Dull : No Changes

Toronto.

Business in conductor pipe, eavestrough and elbows continues light. This is usually a quiet period of the year, and the present time is no exception. Stocks are reported to be in good shape and prices are unchanged at the declines made at the beginning of the year.

Compression Work Holding

Toronto.

The demand for valves, bibbs and other compression work is showing little change. Prices are holding at recent declines, and no further revisions appear probable at present. Following are quotations on these goods:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Do., Fuller	30%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	20%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Lead Products Steadier

Toronto.

Lead products and solder are unchanged at the declines noted last week. The demand is reported lighter, but is fair for the quiet season. Stocks are larger than they have been for some time. The outside primary markets in pig lead continue to show a downward tendency and the production, in spite of curtailment, is reported to be gaining on consumption. Following are prevailing quotations:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09¾
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 16

Corrugated Sheets Unchanged

Toronto.

Corrugated sheets are holding unchanged at the prices made early in the new year. Business is lighter even than is usual at this period of the year in this line. Stocks are ample for normal requirements, it is stated. Following are present quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Gas and Coal Oil Hold

Toronto.

Gasoline and coal oil are holding at the reduced prices quoted last week, and no further change has been made. Motor grade gasoline is quoted at 38 cents per gallon, net, and coal oil quotations are 27 cents for Royalite and 30 cents for Palacite. There is a good demand for the season.

Iron and Steel Quiet

Toronto.

The situation of the past few weeks continues to hold unchanged in bar iron and steel, and sales are small. Buying appears to be restricted to actual needs, it is stated, but the opening up of the spring activity will, it is believed, cause a good demand, especially as purchasing has been deferred. Prices show no quotable change and are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 25
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 25
Common bar iron, ¼ in. and heavier	4 75
Angle base	4 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 25
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

No Change in Fittings

Toronto.

Prices on cast and malleable fittings are maintained without change, and sales are reported to be moderately fair. Following are the quotations:

Cast iron fittings	10%
Plugs	20%
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 26	0 36
Class C.	0 17	0 26

Wrought Pipe Holding

Toronto.

No changes have been made in wrought pipe prices. Stocks are said to be in better shape than they have been for a long while. For the season of the year a fair demand is reported. Quotations are shown on the current market pages.

Sheets and Plates Steady

Toronto.

The situation in sheets and plates is stated to be very little changed from last week in local markets. Business continues light with a very slight increase over previous weeks. The disposition on the part of buyers to purchase for actual requirements only has not changed, and there is little buying ahead. Prices here are nominally unchanged. Reports from the Pittsburgh district indicate that certain of the independent mills are canvassing the trade with reduced prices on sheets and plates, but buying is said to be insufficient to support the market or encourage further cutting. Local quotations are the following:

PLATES

10 gauge	6 20	....
12 gauge	6 25	....
14 gauge	6 30	....
16 gauge	6 40	....

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 50	10 50
U. S 28	9 10	10 20
U. S. 26	8 80	9 95
22 and 24	8 65	9 70
18 and 20	8 50	9 55
16	8 35	9 40
12 and 14	8 30	9 35

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Scrap Metals Unchanged

Toronto.

The scrap metal market is still dull. Cast iron scrap has been in better demand than steel scrap. There has been practically no change in prices and red and yellow metals have had a slight demand. Business is very light in rubber scrap. The following are nominal prices for large quantities:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	19 00 20 00
Yellow brass	6 00 7 00
Red Brass	10 00
No. 1 machinery cast	24 00 25 00
Heavy melting steel	15 00 16 00
Heavy copper	10 50 11 50
Scrap zinc	4 00 4 50
Light brass	4 00 4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50 14 50
Scrap pipe	8 00 9 00
Heavy lead pipe	4 00 4 50
Old rubbers, boots and shoes	2 00 2 50
Overseas lumbermen's rubber boots	1 50 2 00

Ingots Practically Unchanged

Toronto.

There has been little change in the local ingot market and the limit of dullness has been reached in metals, it is stated. Lead is easier and is shown at a decline in local markets, but other metals are practically unchanged.

TIN.—This metal is unchanged here, though higher in primary markets. On London markets there is also an uptrend, but it is scarcely expected to continue. Sales are still light and prices are still 43 cents on local markets.

COPPER.—Dull and unchanged is the report on this, and outside markets are very depressed. Local quotations remain unchanged at 19 cents for casting copper.

LEAD.—The market in lead continues to decline and prices are reduced again. Reductions during the week on United States markets amounted to $5 a ton. English markets have been steadier. Quotations here are 50 cents lower at $6.50.

SPELTER.—Business has been dull in this metal and prices are unchanged at $7.

ANTIMONY.—No changes are noted in antimony and prices are held at 8 to 9 cents.

ALUMINUM.—This market has been listless and shows no change in quotations. Outside markets are reported dull and neglected. Prices here are 35 to 37 cents.

London Markets

LONDON, Feb. 24.—The principal price changes this week are on bolts of various descriptions and on wire. Lower prices are quoted on these goods. White lead in oil and putty have been reduced. Other lines affected are leather soles and heels, soldering coppers, and turpentine, which are all reduced in price.

Business here continues to improve and orders this past week have been more numerous and larger. Collections are seasonably good.

Turpentine Drops 5 Cents

London, Ont.

Turpentine is quoted at a reduction of 5 cents per gallon on last week's price, and new quotations are the following:

	Imp. Gal.
1 barrel lots	1 10
2 to 4 barrel	1 09
5 gal.	1 25

Linseed Oil Unchanged

London, Ont.

No change is made this week in linseed oil prices, and present sales are a little improved. Following are quotations here:

	Raw	Boiled
1 to 2 barrels, gal.	1 00	1 03
3 to 5 bbls., gal.	0 99	1 02
6 to 9 bbls., gal.	0 97	1 00

Less bbls. add 15c gal.

Nail Prices Hold

London, Ont.

Nail prices are holding unchanged at the recent declines and wire nail base is $5.10. The cut nail base is $6.40 per keg.

O and A Wire Lower

London, Ont.

Oiled and annealed wire has been reduced in price, and the new quotations are: No. 11, $5.27; No. 12, $5.35 per 100 pounds.

Bolt Prices Reduced

London, Ont.

Prices of carriage and machine bolts, together with other miscellaneous bolts and coach or lag screws have been reduced in price and the new discounts show declines of from 10 to about 15 per cent. The following are the new quotations on these goods:

Carriage Bolts ($1.00 list), ⅜ in. dia. and smaller, 6 in. and shorter	25%
Do., ⅜ in. dia and smaller, long lengths	10%
Do., 7-16 in. dia. and larger	15%
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	40%
Do., ⅜ in. and smaller, longer lengths	15%
Do., 7-16 in. dia. and larger	20%
Sleigh Shoe Bolts, all sizes	10%
Coach and Lag Screws	35%
Square Head Blank Bolts	20%
Bolt Ends	20%
Plow Bolts Nos. 1, 2, 3	25%
Do., all other Nos. (list, plus 20%)	25%
Elevator Bolts, large flat head	10%
Do., corrugated head	40%
Fancy Head Bolts	10%
Step and Shaft Bolts ($3 list)	10%
Whiffletree Bolts	10%
Stove Bolts	62½%

Blank and Tapped Nuts Down

London, Ont.

Square and hexagon nuts, both tapped and blank, have been revised and are lower. Following are the revised quotations:

Nuts, Square Blank, add to list $1 25

Do., Tapped, add to list	1 75
Nuts, Hexagon, Blank, add to list	1 75
Do., Tapped, add to list	2 25

Mail Boxes Lower

London, Ont.

The standard makes of mail boxes have been revised, and new prices are a little lower. The standard black enamel are quoted at $11.50 per dozen; antique copper finish at $15, and the dull brass at $15.

Soldering Coppers Reduced

London, Ont.

Prices have been reduced on soldering coppers, and new quotations are from 8 to 10 per cent. lower. The following are the new net prices:

3lb., to pair and heavier, 48c lb.; 2½ lb. to pair, 49c; 2 lb. to pair, 50c; 1½ lb. to pair, 52c; 1 lb. to pair, 58c; ¾ lb. to pair, 61c; ½ lb. to pair, 77c.

Stanley Braces: New Prices

London, Ont.

Following the revisions announced recently on Stanley Rule and Level goods the following are the new net prices on this make of bit brace. These prices are slightly lower than the old quotations:

Bit Braces—No. 966 x 10 in., $1.05 each; No. 946 x 10 in., $1.90; No. 975 x 10 in., $1.85; No. 945 x 10 in., $2.95; No. 923 x 6 in., $4.35; 8 in., $4.35; 10 in., $4.45; 12 in., $4.60; No. 921 x 10 in., $4.85; 12 in., $5; No. 915 x 10 in., $3.50; 12 in., $3.55; No. 919 x 10 in., $5.95; 12 in., $6.15.

Planes and Levels Revised

London, Ont.

The following are the new net prices on Stanley planes and levels and most are slightly reduced.

Planes—No. 3, $4.20 each; 4 in., $4.60; 5 in., $5.25; No. 6, $6.75; No. 7, $7.75; No. 8, $9.20; No. 9½, $2.40; No. 9¾, $2.80; No. 15, $2.65; No. 16, $2.80; No. 17, $3.25; No. 18, $3.05; No. 19, $3.20; No. 26, $3.50; No. 27½, $4; No. 28, $4.40; No. 35, $3.95; No. 36, $4.45; No. 101, 45c; No. 102, 87c; No. 103, $1.22; No. 110, $1.22; No. 120, $1.70; No. 130, $1.80; No. 220, $1.80.

Levels—No. 00, $13.80 doz.; No. 0, $15.35; No. 2, $22; No. 3, $26.95; No. 4, $21; No. 5, $35.40; No. 10, $30; No. 30, $40.75; No. 35, $35.40.

Rules and Screwdrivers Down

London, Ont.

The rules and screwdrivers made by the Stanley Rule & Level Co. are also showing a slight reduction, and new net prices are as follows:

Rules—No. 51, $4 doz.; No. 61, $3.25; No. 62, $9.60; No. 66½, $7.20; No. 66¾, $18.15; No. 68, $2.70; No. 70, $4.75; No. 84, $7.55; No. 04, $7.55; No. 06, $11.30; No. 204, $10.55; No. 206, $14.05.

Screwdrivers—No. 20 x 3 in., $3.70 doz.; 4 in., $4.45; 5 in., $5.20; 6 in., $6.30; 8 in., $7.75; 10 in., $9.70.

No. 45 x 4½ in., $4.05 doz.; 5½ in., $4.75; No. 6½ in., $5.70.

No. 55 x 3 in., $3.70 doz.; 4 in., $4.45; 5 in., $5.20; 6 in., $6.30.

No. 70 x 3 in., $2.95 doz.; 4 in., $4.20; 5 in., $3.60; 6 in., $3.90; 8 in., $5.10; 10 in., $6.15.

No. 80 x 3 in., $2.30 doz.; 4 in., $2.70; 5 in., $2.80; 6 in., $3.05; 8 in., $4.20; 10 in., $5.05.

Try Square and Vises Revised

London, Ont.

With other lines the try squares and vises and mallets of the Stanley make are revised. The following are the new net prices:

Try Squares.—No. 20 x 4½ in., $5.40 doz.; 6 in., $7.20; 7½ in., $7.85; 8 in., $8.10; 9 in., $10.05; 10 in., $10.90; 12 in., $13.40.

Vises—No. 742, $1.90 each; No. 743, $2.25; No. 744, $2.70; No. 745, $3.15; No. 746, $4.90; No. 761, $1.95; No. 762, $2.30; No. 763, $2.75.

Carpenter Mallets—No. 4, $4.05 doz.; No. 6, $16.30; No. 10, $13.35; No. 11, $15.40; No. 12, $19.60; No. 13, $23.75.

Prepared Paints Down

London, Ont.

Prepared paints have been reduced and are now selling at lower prices. First grade white paint is now 60 cents per gallon less. Colors and outside porch paints are 70 cents lower, and inside floor paint 25 cents lower.

Leather Soles 10 P.C. Down

London, Ont.

A reduction of about 10 per cent. has been made on prices of leather soles and heels, and the new prices on some of the better sellers are as follows:

Leather Soles—No. 37½, ladies, $2.05 doz.; No. 31½, boys' $2.60; No. 123, men's, $3.35; No. 122, men's, $3.45; No. 121, men's, $3.65; No. 122 x size 11, $4.14.

Leather Heels—No. 80, ladies, $1.10 doz.; No. 81, ladies', $1; No. 51, men's, $1.30; No. 52, men's, $1.15.

No Change in Glass

London, Ont.

Window glass shows no change this week, and the quotations for single and double diamond remain 60 per cent. off list. The cut lights are quoted at 60 per cent. off cut light list.

White Lead Reduced

London, Ont.

Prices are reduced $2 on white lead in oil, and the following are new quotations:

	Tons	Less tons Per 100 lbs.
Pure	14 95	15 30
Elephant	15 45	15 80

Putty Prices

London, Ont.

Pure linseed oil putty has been reduced $2 per hundredweight, and standard putty $1.

PUTTY—	
Standard, 100-lb. drums	7 05
Do., 25-lb. drums	7 30
Pure, 100-lb. drums	8 55
Do., 25-lb. drums	8 80

Rope Sales Are Light

London, Ont.

Sales are continuing light on rope and prices show no further change. The quotations are as under:

Pure Manila, per lb., 24½c base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Winnipeg Markets

WINNIPEG, Feb. 24.—The features of the week have been the reductions made in the prices of cotton rope and cordage, barbed wire, lead pipe, beaver board and paint. Heinisch shears have dropped in price. Stillson pattern and Trimo wrenches are lower, and other lines showing lower quotations are harness rings, neck-yokes, whiffletrees, doubletrees, cast iron fittings, and grease cups and oil cups.

Bar iron and steel, black and galvanized sheets, wrought iron pipe, and malleable fittings are holding unchanged.

Business here is gradually improving with a fair volume of sorting up orders coming in.

Wrenches Reduced in Price

Winnipeg.

The prices have been reduced on Stillson pattern and Trimo pipe wrenches and the following are the latest quotations: Stillson pattern, 40 per cent. off list; Trimo pattern, 30 per cent. off list.

Sash Cord Again Reduced

Winnipeg.

The price has been reduced again this week on sash and awning cord and the prices now in effect are as follows:

Sash Cord—In hanks, No. 6, 62c per lb.; No. 7, 61c; No. 8, 60c; No. 9, 60c. In coils, Nos. 8, 10 and 12, 60c per lb.

Awning Cord—White, No. 4, $4.28 per doz. hanks; No. 5, $16.20 per doz. hanks. Drab, No. 4, $4.95 per doz. hanks; No. 5, $19.35.

Barbed Wire Down Again

Winnipeg.

The prices for barb wire have been reduced again and are as follows:

Lyman—Winnipeg, $5.65; Fort William, $5.15.
Glidden—Winnipeg, $5.45; Fort Williams, $5.00.
Baker—Winnipeg, $5.35; Fort William, $4.90.

Harness Rings Are Lower

Winnipeg.

The price has been lowered on harness rings, and the following are the prices quoted this week:

Japanned—½ in., $1.05 gross; ⅝ in., $1.05; ¾ in., $1.15; ⅞ in., $1.35; 1 in., $1.70; 1¼ in., $2.40; 1½ in., $3.40; 1¾ in., $3.60; 2 in., $4.

Tinned—½ in., $1.20 gross; ⅝ in., $1.20; ¾ in., $1.40; 1 in., $2.05; 1¼ in., $2.75; 1½ in., $4.20; 1¾, $4.75; 2 in., $5.60.

Tarred Felt Is Lower

Winnipeg.

The price has been lowered on tarred felt and it is now selling at $6.30 per 100 lbs.

Beaver Board Reduced $2.

Winnipeg.

The price of beaver board has been reduced $2 per 1,000 feet and it is now selling at $51.50 per 1,000 ft.

Cotton Rope Declines Again

Winnipeg.

Another decline in cotton rope has been recorded this week and 3-16 in. is now selling at 55 cents per lb. and ¼ in. and upwards 54 cents per lb.

Cotton Clothes Lines Reduced

Winnipeg.

The price is lower this week on cotton clothes lines and the reduction is due to declines in the raw cotton market. 48 ft. lines are selling at $3.07 per dozen, and 60 ft. at $3.84.

Heinisch Shears Reduced

Winnipeg.

Lower prices are recorded this week on different lines of shears. Some of the prices are given below:

Heinisch Shears, japanned—6 in., $14.40 doz.; 6½ in., $15.30; 7 in., $16.20; 7½ in., $17.10; 8 in., $18; 8½ in., $18.90; 9 in., $22.50; 10 in., $27.75.

Nickel Plated—6 in., $16.80; 6½ in., $18.15; 7 in., $19.35; 7½ in., $20.25; 8 in., $21.30; 8½ in., $22.50; 9 in., $26.70; 10 in., $33.

Bent Trimmers, japanned—8 in., $18.90; 9 in., $25.20; 10 in., $30.30.

Nickel Plated—8 in., $22.50; 9 in., $30; 10 in., $36.30.

Barbers' Shears, japanned—8 in., $18.30; 8½ in., $18.90.
Nickel Plated—8 in., $21.30; 8½ in., $22.50.

Lead Pipe Again Reduced

Winnipeg.

The price has been reduced again on lead and lead waste pipe and lead pipe is now selling at $12.06 per 100 lbs. Lead waste pipe is quoted at $12.96 per 100 lbs.

Cast Pipe Fittings Lower

Winnipeg.

The prices have been lowered a trifle on cast iron fittings and the following prices are now in effect:

Elbows, Tees, Crosses, Return Bends, Caps and Lock Nuts—Net list.
Reducers—10% off list.
Bushings—15% off list.
Plugs—15% off list.
Flanged Unions, Standard—Net list.
Do., Dart—10% adv.
Cast Iron Drainage Fittings—25% off.

Linseed Oil; No Change

Winnipeg.

The price of linseed oil remains the same this week and raw is still priced at $1.25 per gal. and boiled $1.28.

Turpentine Price Holds

Winnipeg.

The price of turpentine did not change this week and the price of $1.65 per gal. quoted last week still remains the same.

Pittsburgh Markets

PITTSBURGH, Feb. 24.—It appears to be fairly well established that the price cutting on the part of the independent mills has brought them very little additional business, and on the other hand the volume of new business given the Steel Corporation has diminished considerably and is attributed to the price cutting. On standard steel pipe and on tin plate there has been little or no shading, but bars, shapes, plates and sheets are being quoted by independents at lower prices. A new low price of $25 valley has developed on basic pig iron, and is stated to be below actual cost based on recent records.

PITTSBURGH, Feb. 24.—Enough time has now elapsed since the Midvale Steel & Ordnance Company began quoting prices below the Industrial Board and Steel Corporation schedule to make some appraisal of the situation. This is that Midvale and a few other independent steel producers are actively soliciting business at reductions of a few dollars a ton on most of the leading products, that practically all the other independents are willing to sell at reduced prices, provided the orders offered are large enough to make this worth while, and that the United States Steel Corporation is standing rigidly by the prices it has maintained since the Industrial Board adjustment of March 21, 1919.

As to the volume of business booked at the reduced prices, that is very small. It seems clear that practically no business was produced by the price cutting, the orders placed being chiefly or wholly orders that would have been placed in any event, orders that could not be held back because the need was pressing. As to the Steel Corporation, prior to the break it was booking rather a fair volume of new business, considering the general dullness. In both December and January the bookings were not far below 50 per cent. of capacity. The volume of new business given the Steel Corporation has now diminished very considerably. A more important effect upon the Steel Corporation is a large decrease in the volume of specifications on old contracts being filed. This is, of course, perfectly natural. Many customers of the corporation were taking shipments on their old contracts at a greater rate than was requisite to take care of current consumption, so that stocks were piling up, and when it was made clear that the contract prices could be shaded the customers naturally curtailed their specifications.

Extent of Cuts

The extent of the price cutting may be shown approximately by setting down the lowest prices done or quoted thus far by any independent, together with the Industrial Board prices to which the Steel Corporation strictly adheres, and which some of the independents are nominally quoting, until they are offered orders sufficiently attractive to justify cutting: Bars, 2 to 2.35 cents; shapes, 2.20 to 2.45 cents; plates, 2.25 to 2.65 cents; hoops, 2.85 to 3.05 cents; blue annealed sheets, 3.20 to 3.55 cents; black sheets, 4.15 to 4.35 cents; galvanized sheets, 5.35 to 5.70 cents; plain wire, 3 to 3.25 cents; wire nails, $3.10 to $3.25.

In standard steel pipe there is little if any shading, the standard price being a basing discount of 57½ per cent., but there are various price irregularities in specialties in tubular goods. In tin plate it seems clear that there is absolutely no shading by any mills on orders for actual production from the standard price of $7 per base box, 100-pound, but for quite a while past there have been offerings at second hand from stocks at deep cuts. At first these were chiefly by New York export houses, who had bought tin plate for export and did not complete the transaction, but lately there have been offerings by some domestic consumers.

Attitude of Independents

It being quite clear that the volume of steel business secured by the price cutting has not justified the making of these reductions, for with the high costs ruling, partly due to the reckless manner in which independents operated when they were securing very high prices, and partly due to the light operation at present, there was not much room for cutting, the question arises, why did the independents start to cut prices? There are only two possible answers, that the independents made a mistake and that they did not make a mistake. They might have made a mistake by thinking that a reasonable amount of business could be gathered up by cutting prices, sufficient to give something like a fair operation and thus justify selling at close prices, or even at an apparent loss, by comparison with previous costs, because by economizing during the operation they could pare their costs. Such a result has not come. The amount of business secured is plainly not worth while.

If the independents did not make a mistake, then they expected what has occurred. What has occurred is that they secured very little business, and that the business of the United States Steel Corporation is greatly reduced. The corporation operated at about 92 per cent. in November and December and at an average of about 90 per cent. in January. Its operations were certain to taper off, but probably at no great rate. Now, however, the corporation's operations were at only about 80 per cent. last week and they are at less than that this week, with a prospect that in a very few weeks they will be quite low, under 50 per cent. and perhaps down to 30 or 40 per cent. The corporation's new business and specifications against old contracts have both fallen off, and a good many customers are probably instructing it to delay shipment on some of the material already specified.

This decline in Steel Corporation business is attributable in large part to the price cutting. There may be an advantage in that to the independents, on the theory that whatever steel the corporation makes is irretrievably lost to the independents, whereas by mixing things up the independents may secure a sort of redistribution. This is not theory, but the actual statement, made privately, of some of the independents.

Then there is the matter of wages. The independents have been wanting to reduce wages, and some of them did as long ago as last December, while others have only lately reduced, the Youngstown mills making reductions of about 20 per cent. last week, while the Steel Corporation has not reduced wages. The independents feel that if the corporation has to cut prices it will also reduce wages. Some of the independents did not take kindly to all the wage advances the corporation made during the war, and there was some feeling on the subject in the latter part of 1919, when the independents were disposed to advance

Continued on page 64

Getting the Ear of the Paint Prospect

An Unquestionable Argument for Use of Paint and Varnish— How One Merchant Greatly Increased Paint Sales by Getting the Arguments Home to His Prospects

IT IS not too early now to begin to put into effect some of the ideas for developing spring painting business which hardware merchants have had in mind during the winter months. While the application of some of these ideas has no doubt helped to keep the cash register ringing in the paint department during the cold weather, these ideas will bring even bigger results during the spring season. Though the educational work which the trade has been doing of recent years to bring customers to a realization that paint and varnish can be used to advantage twelve months in the year has brought certain results, yet many property owners still have the idea that spring is the logical time to paint.

Remember Shortage of Painters Last Spring

In dealing with these latter customers this year one important point to keep in mind is the experience of last spring. It will be remembered that at that time painters were so loaded up with work that much painting which was to have been done in the early spring dragged along until well on toward fall. This is one of the arguments for a twelvemonth sale of paint and varnish, but as long as the condition remains it can be used as the basis of an argument why customers should buy their paint early so as to be in position to get their painting done before the painters get loaded up. This will help to get paint buying started even earlier in the spring than usual.

Visit Customers at Home

One of the most important things to do after the paint department has been stocked up with a well-assorted group of paints, varnishes and specialties, and due attention has been given to the location of the department, generous use of literature, color cards, etc., and arrangements made for regular window displays, is to plan visits to the homes of your customers, particularly if the store is located in rural districts. The importance of getting in close contact with the customers and pointing out the actual need for paint, cannot be over-estimated.

A Salesman Demonstrates This Point

At the recent convention of the Ontario Retail Hardware Association in Hamilton one paint manufacturer told how a salesman for his company had suggested this plan to one of his clients who was not selling as much paint as he should judging by the district in which his store was located. The dealer scoffed at the idea, whereupon the salesman took it upon himself to personally visit a number of the dealer's customers and some who were not regular customers. The result was that the salesman sold more paint within a few days than the dealer ordinarily sold all season. The salesman found that those on whom he worked appreciated the interest taken in the protection of their property. He made use of a few statistics as to the wastage through deterioration each year where surfaces are unduly exposed to climatic conditions. He pointed out places on the properties in question where such deterioration was in progress, and then figured out the approximate cost per year of a coat of paint regularly applied.

Let Clerks Look After the Store

It is a good policy to have the paint department in the store as appealing as possible and to have window displays, store displays and other sales helps arranged to bring maximum returns, but the store proprietor should not spend his own time with such details when his clerks can do this work, and he can spend his time to better advantage getting in closer touch with his customers as to their paint requirements. If the dealer stays in his store waiting for his displays and advertising to do all the work he may find that his opposition has gone out and secured the business ahead of him. A more competitive basis is being established in business to-day. This holds good in respect to retail trade just as much as to any other branch, and it behooves the merchant to make the most of his selling ability to-day if he is to carry on successful competition.

Saving Surfaces

The underlying idea of the "Save the Surface and You Save All" campaign can be well applied by the merchant in his selling efforts, as illustrated by John Irwin, of McArthur Irwin, Ltd., Montreal, who spoke on the work of the campaign at the convention of Ontario retail hardware merchants in Hamilton; when a person sits on a chair they do not sit on the wood, they sit on a thin film of paint or varnish. When a person stands on the floor the same holds true. The thin film of paint or varnish is the only protection which the wood or other material is afforded. To allow the basic material to be exposed to wear, is to allow undue deterioration to set in, and rapid loss of value to take place. Another coat of paint or varnish inexpensively applied will save the surface and protect the basic material, thus preserving its original structure.

Use Customers' Property as Subject of Discussion

This illustration has been proved to be very effective in demonstrating the true function of paint and varnish, which function, unfortunately, is much misunderstood by the majority of paint users and prospective users. The main thing is to get out and put these arguments directly before the prospects. A certain number of them will come to the store and you may have an opportunity of talking with a few of them, but in the rush of the store business the customer's attention is not as keen as when he is at home, and an exposed part of his own property is the subject under discussion.

This Merchant Arranges Demonstrations

There are various modifications of this plan, but the main thing is to get the arguments before those who should be using paint. One merchant follows the plan of arranging demonstrations, in company with the representative of the firm whose line of paint he handles. Much advertising was done in advance, and

Continued on page 60

Jap-a-lac for Marred Furniture

"Save the surface and you save all" Paint & Varnish



For covering up discolorations that years of hard usage have wrought, for brightening dull, bleached-out surfaces, Jap-a-lac is unsurpassed. It's just the thing the housewife wants for spreading newness over old pieces of furniture.

And no one knows the quality of Jap-a-lac better than the housewife. Its fame has spread to every corner of the Dominion until now Jap-a-lac has become a household word in thousands of homes. That's why Jap-a-lac proves so profitable for the dealer. It finds ready acceptance wherever it is offered for sale.

But you can expect Jap-a-lac results only when you sell genuine Glidden Jap-a-lac. Like many another good product, Jap-a-lac is freely imitated and, as might be expected, these imitations are far inferior to the original. Write today for the Jap-a-lac dealer proposition.

THE GLIDDEN COMPANY, LTD.
Toronto, Ont.

Branches at Montreal and Winnipeg

GLIDDEN

EVERYWHERE ON EVERYTHING

If interested tear out this page and place with letters to be answered.

White Lead in Oil Reduced Again

New Lower Prices Also Quoted on Pure and Standard Putty

WHITE lead in oil has been reduced this week $2.00 per 100 lbs. Pure linseed oil putty is also reduced $2.00 per cwt., and standard putty $1.00 per cwt. There have been three reductions in white lead prices in the last three months. For the greater part of last year the Montreal price in ton lots stood at $20.00 per cwt. At the end of November, 1920, the price was reduced $2.25 per cwt. The next change occurred the second week in January, when the price came down again and was reduced $1.25 per 100 lbs., and on February 23 this last decline brings the price to $14.50 per cwt. The new quotation is approximately 27½ per cent. below last season's price.

In the primary markets pig lead continues weak, and spot lead is quoted at a reduction of 40 per cent. from the average price of 1920, or 50 per cent. from the high level price of that year. On London markets the declines amount to 45 and 60 per cent. It is stated, however, that present pig lead prices are lower than the cost of production and large producers are curtailing output, and several of the larger mines are not operating.

The present decline in putty is a reduction of about 20 per cent. in pure linseed oil putty and 13 per cent. on standard putty in 25-lb. irons. This also brings the differential between pure and standard putty back to where it used to be. The last change in putty prices was at the end of November last, when prices on both pure and standard were reduced 50 cents per cwt. It is noted that while linseed oil is down considerably from last year's high prices there has not been much change in whiting and prices on this commodity continue firm.

Per Capita Consumption of Paint is Low

2.20 Per Year is Per Capita Consumption of Paint in Canada, Whereas $6 Per Capita is Spent on Tobacco—Instructive Meeting of Paint Club in Winnipeg

WINNIPEG.—An interesting gathering of paint men was recently held in Winnipeg under the auspices of the Winnipeg Paint Club and those paint and varnish salesmen who were in the city for the bonspiel were invited to hear the addresses of T. J. Moneypenny, Imperial Varnish & Color Co., and F. J. Penberthy, Lowe Bros., Toronto, and others, chiefly in the interests of the "Save the Surface and You Save All" campaign. The meetings were presided over by C. H. S. Bamford, sales manager J. H. Ashdown Hardware Co., who is a member of the Winnipeg Paint Club.

Per Capita Consumption

In the course of his address Mr. Moneypenny made the point that the consumption of paint was only $2.20 per capita in Canada. He compared this with the per capita consumption of tobacco, which is $6. He emphasized the fact that paint was now being sold more as a preservative than as a decorative feature and urged that full advantage be taken of Arbor Day and other special occasions to encourage cleaning-up campaigns in all communities.

F. J. Penberthy gave an illustrated lecture on "Paint and how to use it." Slides were shown of the Dutch process of making white lead and others showed the various effects of paint on wood and steel. The various causes of trouble experienced in painting were also shown, among which the most emphasized was that of bad mixing.

In the course of his lecture, Mr. Penberthy urged the salesmen to get acquainted with the various causes of trouble and when complaints were made to them about the paint, investigate the complaint themselves, and he thought that in the majority of cases they would find that it was due to bad mixing.

William Brockie, president of the Alberta Paint Club; J. B. Cleveland, representative of Benjamin Moore Co., Saskatoon, Sask., and J. H. Hartford, of the British American Paint Co. of Regina, were also present.

Oppose Half Holiday

Considerable opposition was expressed before the charter and amendments committee of the city council of Edmonton, Alta., to the proposal that the stores of Edmonton close on either Wednesday or Saturday afternoons. A prolonged discussion took place on the question, both merchants and clerks entering heatedly into the debate. It was agreed that a committee of retail merchants and one of retail clerks should get together and try to reach some agreement about the closing hours of stores, and the fixing of a half holiday, if that was desirable.

W. H. Gerke Reorganizes Sargent Co.

W. H. Gerke, whose resignation as general manager of the Martin-Senour Company was recently reported in Hardwar and Metal, heads a reorganization of the Sargent Paint Company of Indianapolis. Application has been made for an increase in the capital stock from $75,000 to $200,000, and the new company will operate under the name of the Sargent-Gerke Company.

At a recent meeting of the stockholders the following officers were elected: W. H. Gerke, president; John N. Carey, vice-president (president Stewart-Carey Glass Co.); H. G. Sargent, secretary (formerly secretary Sargent Paint Co.).



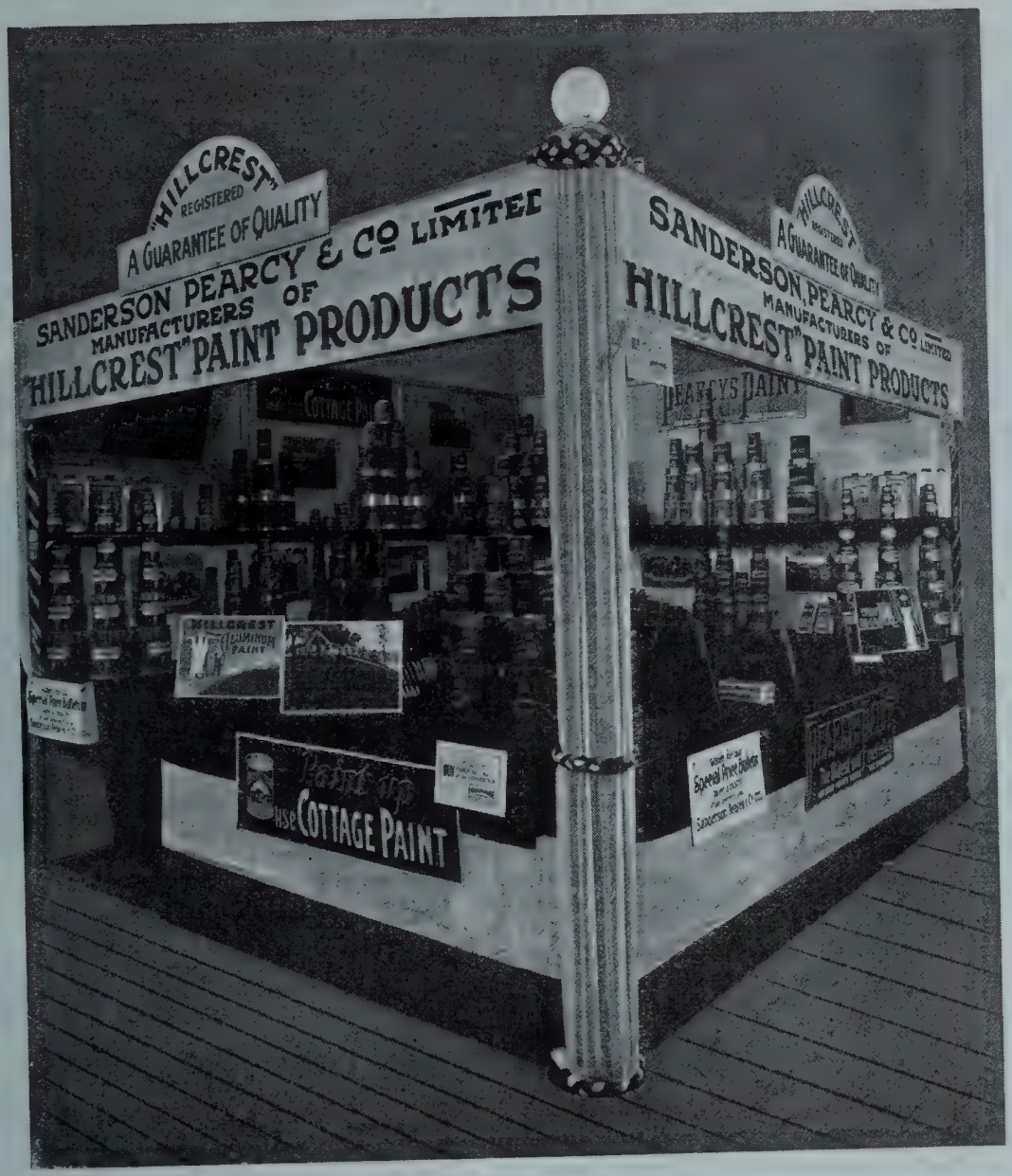
W. H. GERKE

whose resignation from the position of general manager of the Martin-Senour Co. in Canada and the U.S. was recently announced in Hardware and Metal, and who has reorganized the Sargent Paint Co., of Indianapolis, in future to be known as the Sargent-Gerke Co.

The organization is further strengthened by the addition of F. B. Keuthan as sales manager, formerly sales manager with the Martin-Senour Co., and F. S. Bautlich, Harold F. Fannon and Norman T. Jeffrey, also formerly with the Martin-Senour Company, and stockholders in the new company. The Sargent Paint Company, of which Mr. Carey was president, has operated in that field for over twenty years.

Mr. Gerke was for fifteen years general manager of the Martin-Senour Company in both the United States and Canada.

No one has been named as successor to W. H. Gerke, who recently resigned as general manager of the Martin-Senour Co., Chicago. The duties which Mr. Gerke performed will be taken over by V. Martin.



Hillcrest Products at the Hardware Convention

At Booth No. 19 at the Ontario Retail Hardware Association Convention, at Hamilton, last week, a gratifying interest was shown in the Hillcrest Products.

It was a pleasure to show Hillcrest Products there, because we take a very real pride in them. Every product bearing the mark, "Hillcrest," is the very best that can possibly be produced. We were not only proud to exhibit these splendid Paint Products, but we are proud to be known as the manufacturers of them.

These are the reasons that every "Hillcrest" salesman feels "sold" on the goods and regards them with confidence. Give the Hillcrest salesman a welcome when he calls and let him explain the advantage to you in handling "Hillcrest" Paint Products.

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered.

A Definite Argument for More Painting

Increasing Efficiency Along Many Lines in the Household Suggested by Western Hardware Merchant as Argument for Increased Use of Paint and Varnish

THERE is a great deal of foundation to the argument advanced by the Perry Hardware Company, Estevan, Sask., to the effect that as housekeeping is each day becoming more efficient housewives will be in a more receptive mood to consider the advantages from the standpoints of appearance and utility of the greater use of paints, varnishes and other specialties in the household.

Women Influencing Much Business

It was remarked at the recent convention of the Ontario Retail Hardware Association in Hamilton, Ont., that women were becoming a greater factor in influencing sales of hardware than ever before. It was stated by the sales manager of a large U.S. firm having extensive dealings with the hardware trade in Canada and the U.S. that women influence 80 per cent. of retail purchases. This being the case it is time for the merchant who has been catering to the other 20 per cent. of trade to adjust his methods in order to get the most out of his business.

Women Susceptible to Arguments for Economy

It has generally been found that women are more susceptible to arguments for economy, such as the use of paint and varnish for preservative purposes, than are men. They can certainly be appealed to from the standpoint of added beauty from the use of such lines, so that taken as a whole the appeal in advertising and displays can continue to be based on these points, provision being made for some messages to be addressed particularly to the women who may influence some of the expected business.

The ad by Perry Hardware Co. continued by announcing that beautiful homes are made from the inside out and not from the outside in and that it is only by the application of an occasional coat of varnish that a woman can hope to prolong the usefulness and beauty of the floors and woodwork of her home.

In the development of the coming Spring paint business the appeal to women should not be lost sight of for they as a class are quick to realize the appreciation of value which comes to the property which reflects good care, both outside and in. Such an announcement as that shown herewith by the Perry Hardware Co. might be addressed to the women of the community at frequent periods.

The Perry Hardware Co's

BULLETIN

Each day sees housekeeping placed more firmly on a business basis, which is another way of saying the business of housekeeping is gradually becoming more efficiently handled. Within the past few years housewives have begun to realize the possibilities in a can of Varnish. Only by applying an occasional coat of Varnish can a woman hope to prolong the usefulness and beauty of her floors and wood-work, **"Beautiful homes are made from the inside out and not from the outside in. The outside of the house is the casket, the jewel is inside."** The outside must be finished when the weather permits but the inside can be finished NOW or whenever you can find or get a painter.

The policy of this store is to supply you with Satisfactory goods at a Satisfactory price—When we say satisfactory goods we mean goods made to give service. When there is an argument between quality and price quality always wins for us. When by paying five per cent. more we can secure twenty or even ten per cent. more for you, we never hesitate about paying the extra five. **Our customers are our friends, and it would not be friendly to sell you a scamped article in the name of a bargain when we could sell you real satisfaction at a small difference.**

The Perry Hardware Co.

The Oldest and Biggest Hardware in Southern Sask.

Estevan, Sask.

GETTING THE EAR OF THE PAINT PROSPECT

Continued from page 56

any customers who, on being personally approached at their homes, brought up certain arguments in regard to quality or other points, were particularly invited to the demonstration. Tests were then made of various paints and varnishes, these clearly demonstrating the value of the high-grade product. Many large jobs were sold as a result of this plan, and the futility of many of the arguments raised against painting and against the use of the high-grade paints as compared with cheaper varieties, was clearly shown. This merchant as a result of these campaigns, has greatly increased the consumption of paint in his district, and he commends th eplan or any other similar plan which aims to bring the true arguments for painting and varnishing before prospects, for the consideration of the trade.

A new foundry is being erected at a cost of $75,000 on Broad St., Ottawa, by the Beach Foundry Company.

A $60,000 factory is being erected by the Decalcomania Co. of Canada, Ltd., 364 Richmond St., Toronto.

H. C. Crow, sales manager, the Canada Metal Company, Limited, Toronto, is making a business trip to the coast. He will be away about a month and will spend some time at the Winnipeg and Vancouver plants.

Getting Canadian Plate. — What is stated to be the first shipment of steel plates of appreciable width from the Maritime Provinces to the Toronto district has arrived in Toronto. The shipment consisted of three carloads of steel plates, eighty-five inches wide, manufactured by the Dominion Iron & Steel Corporation, of Sydney, Nova Scotia, and transhipped via the Canadian National Railways to the Toronto Iron Works. Hitherto local firms have been obliged to order steel plates of this size from the big mills in the United States, and the fact that Nova Scotia has attained such magnitude as a steel producer is regarded as encouraging by the Canadian trade.

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

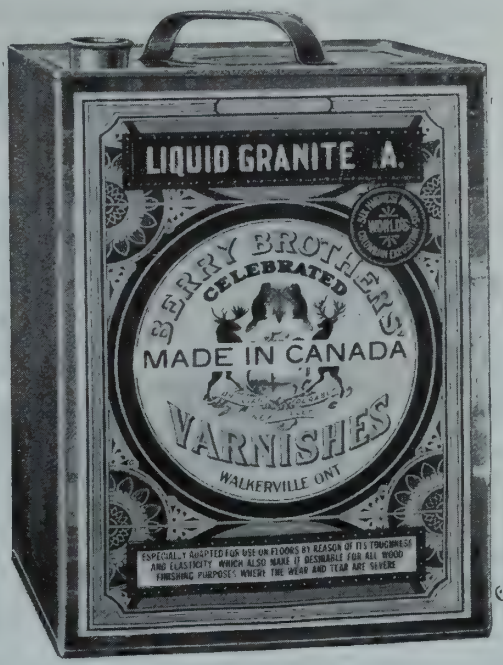
Avoid imitations of our
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



THE Berry trademark has become familiar to all varnish buyers since its introduction in 1858. It has always stood for quality and is recognized as a sure protection against inferior finishes. Even the smallest consumers have come to know—if it's Berry's, it's right.

The great demand for Berry Brothers' products is always growing greater, and it pays to make them a leader.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

Partial list of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Company, Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, February 24.—Featuring the paint market this week are the reductions on white lead in oil and putty. White lead in oil is reduced $2.00 per 100 pounds, standard putty $1.00, and pure linseed oil putty $2.00 per 100 lbs.

Glass is reported very unsettled, no improvement being shown in the last few weeks. Present prices are 50 per cent. off Montreal glass list.

Turpentine is again easier, being now well down to the dollar figure. Linseed oil and shellac show no change in prices. Business is slowly improving in paint and allied products as the season advances.

White Lead $2.00 Lower

Montreal.

A reduction of $2.00 per 100 lbs. has been made in white lead in oil, new quotations now being $14.00 in 5 ton lots, $14.50 in one ton lots, and $14.85 in less quantities. Relative to recent reductions in paint, these new prices are now set for the spring deliveries, and it is hoped they will have a stimulating effect on sales for spring requirements.

Lower Prices on Putty

Montreal.

New lower prices are now in effect on both standard and pure linseed oil putty. Standard shows a decline of $1.00, and pure linseed oil putty $2.00 per 100 lbs. This makes the differential between standard and pure only $1.50, formerly it was $2.50 for 100 lbs.

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Bulk drums or tins, loose 12½ lbs.	6 50	6 75	7 10
3 and 5 lb. tins	8 60	8 85	9 20
1 and 2 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Unsettled Condition on Glass

Montreal.

Window glass might be reported as taking a turn for the worse rather than showing any improvement over the previous few weeks. Price cutting is still in evidence, confined, however to present stocks. Prices and discounts have been withdrawn from the Belgian market, and a stiffening is shown from that source. Whether present prices will continue to be quoted is doubtful, and the withdrawal of prices from the large Belgian field may have its own significance. The Montreal glass list is now quoted with 50 per cent. off, and is shown on current paint market pages.

Mixed Paints at Recent Decline

Montreal.

With the lowering of prices on ready mixed paints, quoted in our last issue, it is now a question whether sales will show any improvement through these new prices being given. Difference of opinion are given on this, some manufacturers claiming it will have no stimulating effect whatever, while others believe that dealers were holding off until some definite decision was reached as to prices for spring deliveries and dealers will now place their orders for their full season's requirements. That buying has been curtailed is manifest, whether from heavy stocks in the hands of dealers, or reluctance on the part of the same merchants to buy, fearing lower prices. With the latter cause thought to be the most direct, dealers may now place their orders with the assurance of firm prices during this spring's paint season, and an early improvement in paint sales may now be expected as the season is becoming nearer.

Turpentine Easier

Montreal.

Turpentine is again quoted at lower figures this week, new quotations bringing it down well on to the dollar mark. The Southern market with its lower prices continues to have an unsettling effect locally. With these prices now prevailing, it is not thought that much lower figures will be reached when compared with pre-war levels. Much depends, however, on the Savannah situation, as prices now quoted show a heavy loss to importers with a stock on hand, and the local dealers will undoubtedly take advantage of any stiffening from outside sources. Present prices are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 05
2 to 4 barrel lots	1 02
Broken lots	1 06

No Change in Shellac

Montreal.

Shellac prices have settled down to a more or less firm basis during the last week or two, although different dealers still have varying prices to give. However the price cutting that prevailed a few weeks ago seems no longer in evidence and present prices are as follows:

Orange shellac, in barrels, $4.50; in one gal. jugs, $4.75; white, in barrels, or 5 gal. jugs, $5; in one gal. jugs, $5.25.

Linseed Oil Prices Hold

Montreal.

No change has been made in the prices of linseed oil this week. The flax market has been much firmer the last week or ten days than in the weeks previous. As in the case of turpentine, linseed oil is now at the dollar mark and lower prices, to any extent, are not looked for at the present. Later on, with the outside seed markets to be taken into consideration, it is hard to determine just what the trend of the market will be. Prices for this week are:

1 to 2 barrels	0 99	1 01½
5 to 10 barrels	0 92	0 94½

Toronto

TORONTO, Feb. 24.—Manufacturers state that it is too early yet to judge what effect the change in prices has had on paint orders. In some cases buyers are reported to have placed their orders for spring requirements, and in many cases shipment has been made, but there is still a considerable number of dealers who state that they are waiting until the demand opens up.

Some important price changes are made in other products. White lead in oil and putty are both reduced again. Some lower quotations are announced on shellacs. Window glass is unsettled and reports are current of lower quotations than the recognized ones. Linseed oil remains unchanged, but shows a stiffer tendency. Turpentine is slightly reduced again, and the market is easier.

Paint Sales Little Changed

Toronto.

Prepared paint sales are being made at the reduced prices reported last week. It is too early yet to be able to state whether the reductions have increased sales to any extent. While orders continue to increase in number, sales generally are smaller than usual, but many buyers during the past two years or so are stated to have placed larger orders on account of the shortages in so many lines.

White Lead Down $2.00

Toronto.

White lead in oil has been reduced $2.00 per cwt. from 23rd of February. This is a reduction of 11 per cent. on Toronto prices in ton lots. Previous declines since last summer have been $1.25

Here's Unusual Profit in a Usual Line

RAM-CO

"The Magic Touch"

Straw Hat Renovator

That RAM-CO is a Ramsay product is sufficient a warrant as to RAM-CO'S quality.

Thoroughly tested, positively proven superior to any product of a like nature, it is now available to the trade.

The highest notch of serviceability has been reached in RAM-CO. Its easy and permanent coloring has satisfied and pleased its host of users. Its economy and range of operation has made it an everyday necessity in the home. Its low cost, together with its gratifying results, has made it the chosen article wherever it has been displayed.

A live and blanketing advertising campaign commencing in the early spring will cause a greater demand for the preparation of Milady's Easter millinery.

A sample, together with particulars, or the personal visit of a salesman awaits but your request.

It's the right time now!

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

and $2.25 per cwt., making present prices about 27 per cent. below those in force for the greater part of last season. The new quotations in ton lots are $14.95 per 100 lbs. and $15.30 for less than ton lots.

Putty is Reduced

Toronto.

A reduction has been made this week in the price of putty, and standard putty is reduced $1.00 per cwt., and pure linseed oil putty $2.00 per cwt. It is thought that these declines will stimulate sales in this product as retailers have hitherto been reluctant to place orders for more than their immediate requirements. Following are the new quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Shellacs Further Reduced

Toronto.

Some further declines are noted in shellac quotations, and barrel quotations are $4.50 for orange and $5 for white. In one-gallon jugs the quotations are $5.25 and $5.75.

Glass Demand Light

Toronto.

There is little change in the window glass situation, and trading continues lighter than is usual at this season. Sixty per cent. and 60 and 10 per cent. for quantities are the general quotations, and the old list is used by most wholesalers, although as stated in last week's issue one or two firms are using a net list. Reports were current that Belgian glass manufacturers had decided to reduce their output, but no confirmation of the reports have been received. The effect would undoubtedly stiffen prices, especially in conjunction with an improvement in exchange. It is pointed out that one cent advance on the Belgian exchange means an increase of from 50 cents to $1.50 on a case of glass. American window glass prices have remained firm and unchanged and except in the coast cities and nearby territory where competition from foreign makers is felt there has been no change in their prices, although it is stated that only about one-fifth of the United States window glass factories are operating at the present time.

Linseed Oil Unchanged

Toronto.

There is no change this week in linseed oil prices, although a slightly firmer tone is reported by the crushers. Flax seed is regarded as low in price at the present compared with other grain. A slight improvement is reported in demand. Following are the quotations on oil:

	Raw.	Boiled.
1 to 2 barrels gal.	1 00	1 03
3 to 5 barrels, gal.	0 99	1 02
6 to 9 barrels, gal.	0 97	1 00

Less quantities add 15 cents per gallon.

Turpentine Down 5 Cents

Toronto.

Another small reduction has been made this week in turpentine prices. Southern markets are reported easier, but prices there are regarded as below the cost of production, and wholesalers believe an upward trend will take place before very long. The exchange rate has affected the turpentine markets during the past year or two, and with the Canadian dollar only accepted at 85 cents a considerable difference is shown between United States and Canadian quotations on this product. Following are the present quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 05
2 to 4 barrel lots	1 02
5 gal. lots	1 20

PITTSBURGH MARKETS

Continued from page 55

prices. The attitude of the Steel Corporation at that time seems to have been "If you advance prices you will have to advance wages—why not advance wages first?" What occurred, however, was that the independents advanced prices and then the corporation advanced wages without advancing prices, the independents then having to advance wages also.

As the market is extremely quiet as to actual developments, the tactical position and aspirations of the producers seem to be the important feature, as giving a line on what may be expected in the future.

Pig Iron

The first sales of basic pig iron of any consequence this year have just occurred, developing a new low price, $25, valley, or a sharp decline, as on January 1 the market declined from $33 to $30 by furnaces voluntarily quoting the lower price. There was no record of any sales of consequence until the $25 sales just made, which included at least one lot of 1,000 tons. Bessemer is now priced at $27, valley, with reports that a few carloads have been sold at this figure. Foundry remains quotable at $28, valley, with an occasional carload going. On any sizable lot these prices would probably be shaded. The prices are below actual cost, based on recent records, but costs will have to come down. The question just now seems to be whether pig iron prices are going to dictate coke and ore prices, or coke and ore prices are going to dictate pig iron prices, as of course furnaces would not sell at a loss for any length of time.

Important Points in Income Tax Law

THE following enumeration of points to be remembered in connection with the amended Income Tax Law in Canada will help merchants to a proper understanding of their responsibility. At the present time when there re so many complications in various forms of taxation it is advisable to have the main points condensed and available for reference, as has been done by the Royal Trust Company, who enumerate the points as follows:—

Tax payable along with return, April 30—at least a fourth. Better pay half, to allow margin for errors, which are heavily penalized.

Form for return must be asked for, not waited for.

Companies and Employers' lists and Fiduciaries' Returns to be in by March 31.

Deferred Instalments due June 30, Aug. 31, Oct. 31.

Tax reckoned on income of calendar year, Jan. 1 to Dec. 31; or on a Company's year ended during that calendar year.

Confiscation of all unreported income, if understatement exceeds 20 per cent.; or half, if from 10 to 20 per cent.

Tax increased 25 per cent. if return is late.

Six months in jail and $10,000 fine for false statement.

Normal Tax, 4 per cent. on net taxable income up to $6,000, and 8 per cent. beyond that.

Exempt from Normal Tax only:—
- $2,000 if married or with dependents, of certain categories;
- $1,000 if unmarried, no dependents; $200 each for children under 18.

Surtax on incomes beyond $5,000—rising from 1 per cent. on first $1,000 to 65 per cent. on all beyond a million.

Five per cent. of both taxes added if taxable income is $5,000 or more.

Exempt from both Normal and Surtax—
- War Disability Pensions;
- Tax-free Bond Interest;
- Gifts and Bequests;
- Life Insurance Proceeds;
- Certain incidental gains from turnover of capital assets outside the Taxpayer's regular business.

Expenditure to be deducted when calucating Taxable Income—
- General Business Expenses;
- Interest on Business Borrowing;
- Taxes, Insurance, Repairs, Depreciation, Mortgage Interest—own residence excepted;
- Payments for own Superannuation;
- Carrying Charges on Securities, not exceeding income therefrom.

Deductions from Tax—
- Income Tax paid to United Kingdom or other British Dominion, or to Foreign Countries if they reciprocate;
- Certain payments under Business Profits War Tax Act and Special War Revenue Act.

Partners pay—not Partnerships.

Companies pay Normal Tax, not Surtax.

Executors, Guardians and Trustees pay for Beneficiaries unable to manage their own affairs.

Accrued and Undivided Profits are Taxable.

Married Women with Separate Incomes make Separate Returns.

Farmers make Returns on Special Form.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Plastic Elastigum Patching Cement

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.



Farm impliments don't wear out—they rust out. Everjet prevents rust.

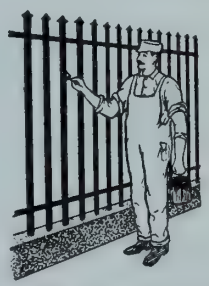
Everjet Elastic Carbon Paint

A black carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity and filled so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

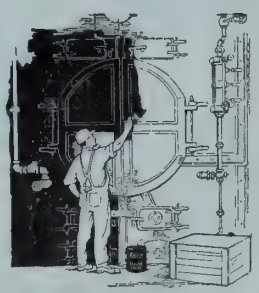
It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5 Gallon Cans, ½-Barrels (about 20 gallons), Barrels (about 40 gallons).



Everjet Paint adds years to the life of outdoor metal work.





Everlastic Liquid Roofing Cement



FOR resurfacing old and worn-out "rubber" and prepared roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

Everlastic Liquid Roofing Cement is in a class by itself among roof repair materials.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 17½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 25%
Irwin Car Bits, add 20%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

Wrought Steel—	
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINES REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 inch	$24 00	$
¼ inch	21 70	
5-16 inch	18 20	19 40
⅜ inch	13 85	16 55
7-16 inch	13 50	16 15
½ inch	13 15	15 75
⅝ inch	12 60	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
⅛ in.	$22 30	$
3-16 in.	18 65	24 25
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, add 20%; tie-out out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

Casting ingot, see weekly report.	Mont. Base	Toronto Base
Rods, ½ to 2 in.	0 32	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 38	
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 48
Tubing, lb.	0 49	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs. 52½ f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.
2 ft. 10 in., doz.
2 ft. x 7, doz.

Prices withdrawn.

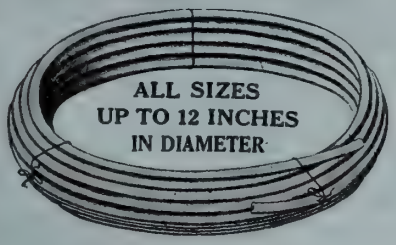
DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

DROP FORGINGS

Medium or light of any description, from 8 lbs. in weight down to the smallest.

Our modern equipment and skilled organization enable us to guarantee satisfactory quality and service.

We solicit your enquiries with drawings or samples, for our prompt quotations.

The STEEL COMPANY OF CANADA, Limited
HAMILTON TORONTO MONTREAL

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal
Stocks Carried in All Sizes TEL. No. MAIN 2387

Every Gardener is a Prospect

for this Cultivator. Amateur or professional, he will want the—



Ulrich Cultivator

for it will help him do his work quicker, better and easier. It can be adjusted for general cultivation, hilling, furrowing and covering and, with shield, for small plant cultivating.

It will stand up under hard use, for the blades are of spring steel; shanks of ⅜-inch spring steel; the ferrule of malleable iron and is bolted to handle; handle is of best grade ash 1¼ x 52 inches.

You'll have no come-back when you sell this tool.

Better send for full data at once.

Wiebusch & Hilger, Ltd.

Sales Representatives:
106-110 Lafayette Street, New York

Canadian Selling Agent:
Jas. Gerard Kerr -- 411 St. Nicholas Bldg., Montreal

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

8/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, 20% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 26	0 36
C	0 17	0 26

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	9 00
Bi-Treadle, each	9 75
Cycle BB	9 10

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt	$28 25
3-4½ lbs.	25 00
6 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	1 10	1 10
4-inch	1 32	1 21
5-inch	1 54	1 43
6-inch	1 87	1 65

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES.. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric

Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 45
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 85
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.20.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton, 100 lbs., $12.

Burlaps—

No. V of a Series

Send Us Your Orders Early

THE dealer who intelligently anticipates his customers' requirements is going to reap big benefits as soon as the season opens.

It always pays to talk to your customers about your own business—get them interested in prospects for 1921 — speak about building — tell them, for instance, that one of the most important items of interior furnishing is BURLAP.

Have a good display in your window and in your store; show them how decorative it is and explain the sanitary, germ-killing properties of this wonderful wall covering.

There is a big demand coming—it has started already—get your share of the profits.

Send your orders in early.

DOMINION OILCLOTH & LINOLEUM CO. LIMITED · MONTREAL · TRADE MARK

Dominion Oilcloth & Linoleum Co., Limited

Montreal, Canada

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2069	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch...	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor..	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	5 10
Imp. White Sheathing	$7 75	....
Imp. Grey Sheathing	5 75	....
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48, January 3, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS' CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	
Prices nominal, Montreal, Toronto	
Do., 60 sheets	$11 25 $11 25
Ordinary, 52 sheets	11 00 11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 20
No. 3	4 20	4 75
No. 4	5 00	5 20

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 in 1), sq.	$6 50
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70 0 70
5 and 10 gal. lots, gal.	0 85 0 85
1 gal. cans, gal., doz.	10 50 10 50
Coal Tar (refined), bbl.	10 25 10 50
Coal tar (crude)	9 00 9 25
Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 8-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 55
Do., 5-32 in.	0 54
Do., 3-16 in.	0 51
Do., ¼ in. and up	0 50

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—60 ft.	3 92
403—50 ft., Linen	2 57

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Who Will Get the 1921 Business?

Where Do Canadian Hardware Buyers Look for Information?

They look in the "Buyers' Guide and Directory Number" that has been published annually for the past 33 years.

The 1921 issue will be in the hands of the trade on March 19.

This "Buying and Directory Number" goes by paid invitation to every wholesale hardware firm, over 90% of the retail hardware firms, and nine hundred hardware sections of department or general stores.

The "Spring Buying and Directory Number" for 1921 will reach the trade at a time when many large orders are about to be placed.

Stocks are light and spring orders have been delayed. Hardware buyers are exercising greater care in their buying this year. The 33rd annual "Spring Buying and Directory Number" of Hardware and Metal will be on the job when Canadian hardware merchants are placing many of the biggest orders for 1921.

The influence of forceful representation in the "Buying and Directory Number" of Hardware and Metal will have a direct bearing on the purchases of the hardware trade during the next six months.

Wholesalers and retailers alike have written us voluntarily, telling of the great and lasting value of our annual "Buying and Directory" numbers, which have been a feature for 33 years. We will gladly send you copies of letters received from these important buyers.

Hardware buyers in Canada hang up their copy of the Annual Spring Buying and Directory Number close beside their desk for ready reference. A cord is inserted in the upper left-hand corner for this purpose. This idea was adopted at the request of hardware buyers.

Date of issue, March 19.

Forms now closing.

Last form closes March 12.

Positions given in order of reservations.

Size of page over all 9 in. x 12 in.

Type size of page, 7¼ in. x 10 in.

HARDWARE & METAL

Canada's National Hardware Weekly Since 1888

143-153 University Ave., Toronto, Canada

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	12 00	11 00
26 gauge	11 75	10 75
24 gauge	11 15	10 35
22 gauge	10 80	9 90
18 and 20 ga.	10 10	9 75

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)
Bright $5 75
Galvanized 6 75

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$ 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50	10%.

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER — per ft.
1921 prices not yet issued.
500 feet .....
550 feet .....
600 feet .....
650 feet .....
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Do., removable seat	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.90.
Coiled Spring Wire, 9 gauge, $5.05.
Bark Wire on application.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 300

IMPORT SHIPMENTS GALVANIZED SHEETS

Now comes the time when the air will be full of the advantages of buying cheap import sheets.

Do you know of anyone who imported Galvanized Sheets in the latter half of 1920 who made money out of it? If they all lost money in 1920 on such business, how on earth can anyone expect to do better in such times as are ahead of us?

The safe way is to use our big stock of Premier Galvanized Sheets as you need them. The price is right—and think of the service.

TINKER TOM.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls. .. 10 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., pure 16-18
Imp. green, 100-lb. kegs.. 22-23
Chrome green, pure 50-56
Chrome yellow 30-45
Brunswick green, 100-lb. keg 11-14½
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg ..-07
Lamp black 32-35
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry ....-20
Golden ocre, 100-lb. kegs ..-09
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels..... 04-05½
French ochre, barrels .... ..-10½
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls.....02¾-04½
Super magnetic red ... 0 05
Vermillion 1 00
English vermillion 2 25
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 70
Golden ochre, pure 0 35
French spruce ochre, pure.. 0 30
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 1 20
Chinese blue 1 20
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure.... 0 48
Lampblack 0 48
Imperial black, 25-lb. irons. 0 39
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Dougall white enamel $5 00
Vitralite 9 45
Duralite 7 50
B-H "White" Enamel 8 00
Martins, White 7 00
Satinette 6 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 8 20
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 11 00
Jasperlac 5 00
Invincible 7 50
Hillcrest 7 00

GLUE Per lb.
English, sheet 30-32
White pigsfoot ....-50
Cake bone, 112-lb. bags.. 30-32
Hides, 112-lb. bags 35-40
Ground glues, 112-lb. bags—
English, per lb. 30-32
Canadian, per lb. 27-30

Brantford— Per case
No. 7, 50 pcks, 1 lb. $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 65
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto 60%; London, 60%.
For Montreal prices see Montreal list.
Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 50%.
Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure ...	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 05
O.P.W. Dec. Pure..	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English....	14 75	15 20
Maple Leaf, pure ..	14 50	14 95
Elephant Genuine ..	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560-lb. casks ... $14 00
Genuine, 100-lb. casks 15 00
Less quantity 16 00
Genuine Eng., casks 14 00
F.o.b. Montreal, Toronto.

Lead (red in oil)... ....
25s .... 0 34½ ....
10s ..... 0 35 ....
5s ..... 0 36 ....
1s ..... 0 39½ ....
½s ..... 0 43½ ....
F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb... 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

OILS—
Fly, Creonoid—
Barrels, per gal. 0 65
Half-barrels, per gal..... 0 70
5s and 10s, per gal. 0 80
1s (1 doz.) 13 00
½ gal. cans, 1 doz. to case.. 9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white.....	4 45
C.P. Co., pure, colors	4 10
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	....
Crown Diamond, porch	3 70
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white..	....
Do., House Colors, colors ...	....
Do., Preservo Paint, white..	....
Do., colors	....
Do., floor paint	....
Do., Sani-Flat	....
Moore's Porch and Deck Paint	
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white..	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor....	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors....	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white..	4 45
Martin-Senour, 100%, colors..	4 10
Martin-Senour, Porch Paint..	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint..	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white.....	4 45
Lowe Bros., H.S., color.....	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. $8 00
Less, per lb. 0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$5 00	$4 50
Gal. jugs	5 25	4 75

F.O.B. Toronto. London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR

	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES Per gal cans

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar.....	4 50
C.P.C. Sun Waterproof Floor.	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor ..	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Elastic Interior	.. ..
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing...	4 85
Kyanize Interior and Floor..	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior.....	5 00
"C.D. Big 4" Interior.....	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear.....	5 40
Dougall Transparent, spar....	6 00
Dougall Transparent, floor....	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 60
Coralite	9 50	9 50
Perfecto	8 50	9 50
Muresco	8 80	9 90
Solpar	8 80	9 90
C. D. Wall Coating, white....	8 75	
Do., colors	9 25	

WASTE
Cream, Polishing 0 22

WHITE

XXX....	0 21	XXX	0 18½
XX.....	0 19½	XX, grad	$ 17½
X.....	0 17½	XLCR ..	0 16½
XC.....	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy . .	0 15
No. 1,...	0 14½	Lion .. .	0 13½
No. 7....	0 13½	Standard	0 12
No. 1A...	0 12½	Popular .	0 10½
No. 1B...	0 11½	Keen . ..	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.....	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls..... 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL Per gal
In five gallons $2 75
Methylated Spirits 1 90-2 55
F.o.b. Montreal, Toronto London

GLASS

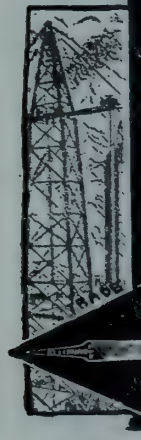
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.





Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris on the and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 47/12½%; over 6 in., 40/12½%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 42
3 x 3 in.	0 43
3½ x 3½ in.	0 45
4 x 4 in.	0 56
4½ x 4½ in.	0 82
5 x 5 in.	1 40

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT

	Per Roll
16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—½ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ..... $10 89
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Ware.

FILES
Globe ..... Discount 50%
Nicholson Gen..... Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$10 00	.....
26 to 40-in.	12 15	18 35
41 to 50-in	13 10	19 80
51 to 60-in.	13 50	20 40
61 to 70-in.	14 00	21 15

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.
Light Strap.—3 in., $1.10 per doz. prs.; 4 in., $1.38; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.
Light Tee.—3 in., $1.10 per doz. prs.; 4 in., $1.25; 5 in., $1.45; 6 in., $1.75; 8 in, $2.10; 10 in., $2.75.
Heavy Strap—4 in., $2.15 per doz. prs.; 5 in., $2.65; 6 in., $2.80; 8 in., $3.85; 10 in., $6.55; 12 in., $7.90; 14 in., $9.40.
Heavy Tee—4 in., $1.90 per doz. prs.; 5 in., $2.25; 6 in., $2.60; 8 in., $2.95; 10 in., $5.15; 12 in., $8.40; 14 in., $8.60.
Corrugated Strap.—4 in., $1.70 per doz. prs.; 5 in., $2.20; 6 in., $3; 8 in., $4.60; 10 in., $7; 12 in., $10.80.
Corrugated Tee—4 in, $2.05 per doz. prs.; 5 in., $2.85; 6 in., $3.25; 8 in., $5.55; 10 in., $8.40.
Screw Hook and Strap—6 in., $3.85 per doz. prs.; 8 in., $4.75; 10 in., $5.95; 12 in., $6.50; 15 in., $7; 18 in., $10.10; 21 in., $11.45; 24 in., $14.55.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 100-lb. tins. $18.10.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS
Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.45. Cut, f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil — On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 53, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 80
½	0 43	7 55	0 43	7 80
1	0 48	8 55	0 45	8 30
1½	0 52	9 95	0 50	9 50
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25. Bulldog & Jones, D. H., Rd. Pt., $20.20; D H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

⅛ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N. Jump
No. 0	$2 40	$.... $....
No. 1	2 85	5 20 3 85
No. 1½	4 35	7 85 5 70
No. 2	6 00	11 00 9 00
No. 3	10 15	14 70 12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 56	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing ..$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, 6.85; No. 10, $6.90; No. 12, $7.05; No. 14, $7.35; No. 15, $7.60; No. 16, $8.05 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—20% off list.

	— Dozen—	
Always Ready	**Black**	**N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

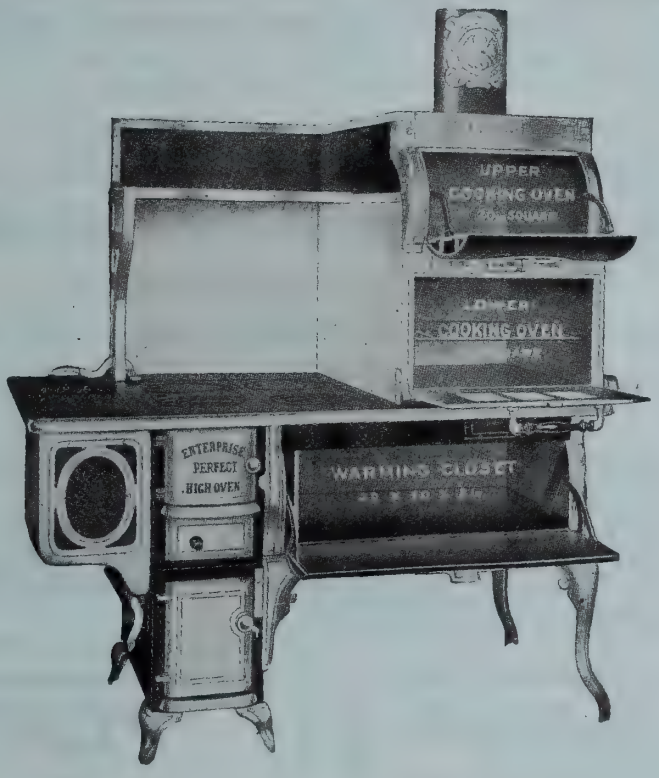
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Perfect in Service

The fact that there are over 25,000 satisfied users of this range is a good indication to hardware merchants of its selling qualities. It is quick and easy to sell and satisfies customers.



"Perfect" Double High Oven
Over 20,000 Satisfied Users

Perfect in Sales

The fact that there are over 25,000 satisfied customers using these ranges means that there are 25,000 people boosting it and sending their friends to merchants with "Enterprise."

Enterprise

Ranges, Stoves and Heaters

A Range that has been built with the needs of the consumer in view is sure to meet with the approval of the stove-buying public. Enterprise "Perfect" has over 20,000 satisfied owners; this is powerful testimony that the Enterprise "Perfect" has the approval of consumers—approval that brings sales for the dealer. In service the "Perfect" is fully established with the housewife as a labor and time-saving friend of some considerable efficiency. Its special features make it easy and profitable selling for the hardware dealer. For a range that is perfect in sales as it is perfect in service, stock and push the popular Enterprise "Perfect."

The Ashdown organization is behind every customer. We offer only lines in which we have the utmost confidence. Every facility of the Ashdown organization goes into the task of selecting for our customers those lines which are established sellers, carry good profits and satisfy customers for the retail merchant.

A Line Backed by Ashdown Service

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED
WINNIPEG, MANITOBA



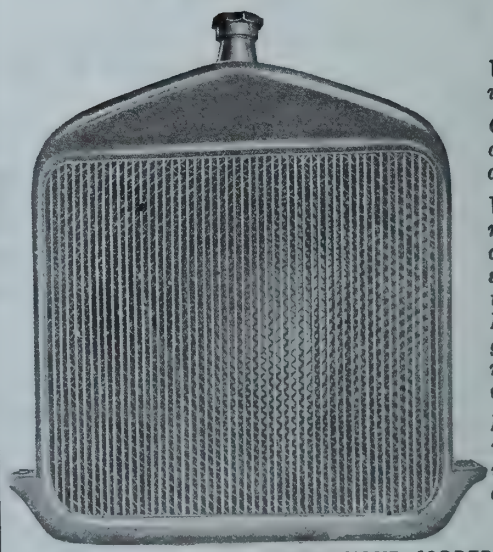
O-Rib-O
Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"PERFECTO"



Will not burst when frozen.

Guaranteed against frost and all defects.

We have the most up-to-date repair shop in Western Canada. Estimates given on other makes of autos and tractors.

If jobber cannot supply you, write to us direct.

ORDER FROM YOUR JOBBER

Freezing Is Harmless,
Overheating Is Impossible
with a
"PERFECTO"

Latest Models $45.00 Old Models $48.00

Liberal Discounts to Dealers Write for Information

Guarantee Sheet Metal & Roofing Company
478 Portage Avenue, Winnipeg

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

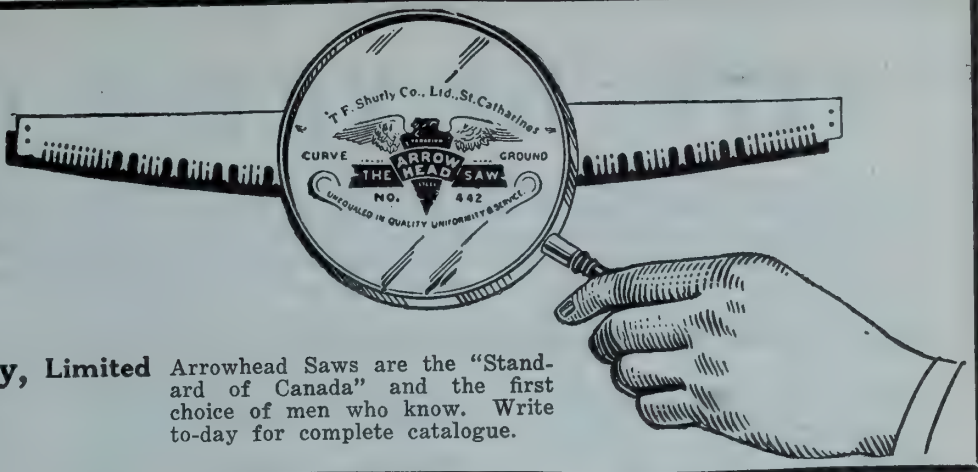
"Superior" Vises

made by
The Superior Machinery Co.
Limited, London, Ont.
Eastern Sales Agents:
A. G. & A. L. Brown & Company
Montreal

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ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog



COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

"T. F." Cobbler Sets and Outfits

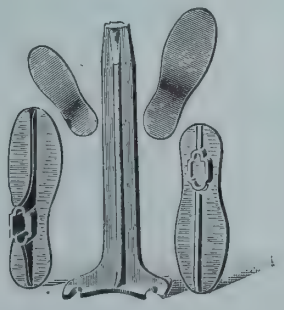
This is a good seller, to-day. With the present high cost of boots and repairs, there is every inducement for home repair work.

"T.F." Cobbling Sets are soundly made, best quality material used, carefully packed, ready for immediate shipment. "T.F." quality never fails to satisfy your customers and build permanent business.





Write us for prices and other details. See our catalogue for complete lines.





Taylor-Forbes Company, Limited

Head Office and Works:
GUELPH

TORONTO MONTREAL VANCOUVER

Hamilton London Windsor Ottawa
Winnipeg Regina Calgary Quebec St. John Halifax

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
James Morrison Brass Mfg. Co., Ltd., Toronto.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Auto Accessories, Equipment and Supplies. (Jobbers)
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Kales Stamping Co., Limited, Walkerville, Ont.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Ltd., Hamilton.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont

Bolts, Flush
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Walter Woods & Co., Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
N. Slater Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Brass Fittings and Rods
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont

THE BUYERS' GUIDE

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros. Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Offer Co., Keithsburg, Ill.

Can Openers
The United Royalties Corp., New York, N.Y.

Carborundum
Carborundum Co., Niagara Falls, N.Y
The Canadian Hart Products Ltd., Hamilton, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Churn, Mixer
The United Royalties Corp., New York, N.Y.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que
The Flexible Shaft Co., Limited, Toronto.

Clippers, Horse and Cow
The Flexible Shaft Co., Limited, Toronto.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

Clothes Line Reels
The United Royalties Corp., New York, N.Y.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers Frary & Clark New Britain Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

THE BUYERS' GUIDE

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drainers, Cellar
James Morrison Brass Mfg. Co., Ltd., Toronto.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co.. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York, N.Y.

Egg Cases
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Annett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On
Steel Co. of Canada, Hamilton, Ont.

Fence Posts
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

THE BUYERS' GUIDE

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, C
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose Clamps
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Empire Brass Mfg. Co., Ltd., London, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hose Menders
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

THE BUYERS' GUIDE

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead Pencils
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lock Washer Equipment
Sleeper & Hartly, Inc., Worcester, Mass.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canadian General Electric Co., Toronto.

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Nail Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nitrogen Lamps
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stones
The Canadian Hart Products Ltd., Hamilton, Ont.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull. Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Perforated Sheet Metals
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Percolators, Coffee
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe Fittings
Fittings, Limited, Oshawa, Ont.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

THE BUYERS' GUIDE

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville. Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co.. St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton,
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sharpeners, Knife
The Canadian Hart Products Ltd., Hamilton, Ont.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

THE BUYERS' GUIDE

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Wire Coiling Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
D. Moore Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Switch and Receptacle Plates (Flush Type)
Ontario Lanter & Lamp Co., Ltd., Hamilton, Ont.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd. Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thermos Bottles
The Thermos Bottle Co., Ltd., Toronto.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.
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Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

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Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

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Canada Metal Co., Toronto.

Traps, Gas
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Oneida Community, Ltd., Niagara Falls, Ont.

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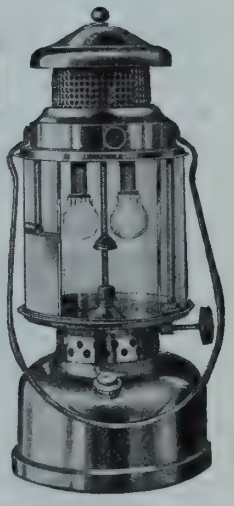
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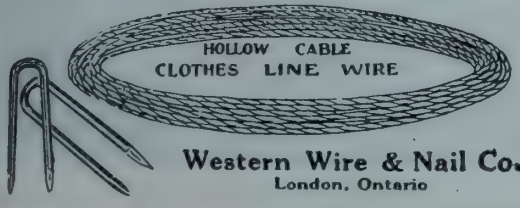
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The Steel Co. of Canada, Ltd., Hamilton, Ont.
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Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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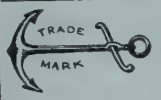
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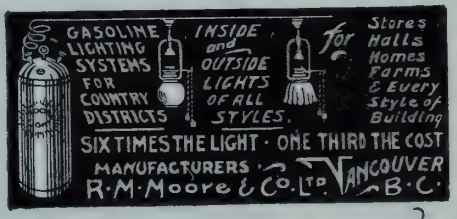
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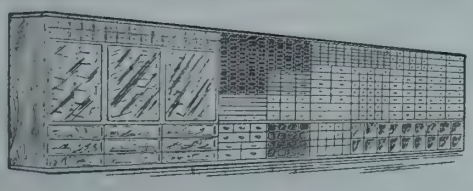
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INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd.... 91
Allcock, Laight & Westwood. 29
Ashdown Hardware Co., J. H. 79
Arnett, Thos. Lewis 81

Barrett Co., Ltd. 65
Barnett Co., Ltd., G. & H.... 75
Brett Co., The 80
Brown, Wm. J. 67
Bowser & Co., Ltd., S. F..... 18
Berry Bros. 61
Brown, A. G. & A. L. 80
Brandram-Henderson ..... Front Cover
Brown & Sharpe, Ltd. 19
Burlington Windsor Blanket Co. 28

Cameron & Co. 95
Can. Decalcomania Co., Ltd. 94
Canada Metal Co.....27-67-91
Canada Steel Goods Co., The 3
Can. Wire & Iron Goods Co... 91
Canada Die Casting Co..... 95
Can. Tube & Steel Products.. 30
Can. Foundries & Forg. Co., Ltd. 14
Channell Chemical Co. ..... Inside front cover
Chicago Spring Butt Co. 30
Clayton & Lambert Mfg. Co. 31
Cleveland Stone Co. 31
Coghlin Co., Ltd., B. J. 93
Consolidated Plate Glass Co. 22
Crookes & Sons, John 30

Davidson Mfg. Co., Ltd., The 20
Diamond Saw & Stamp. Wks. 95
Dom. Sheet Metal Corp. 73
Dom. Oilcloth & Linoleum Co. 69
Doon Twines, Ltd. 95
Dominion Tack and Nail Co. 31

Eddy Co., E. B. 15
Empire Level Mfg. Co. 30

Fittings, Limited 93
Frost Steel & Wire Co., Ltd., Inside back cover
Flexible Shaft Company, Ltd. 21

Guarantee Sheet Metal & Roofing Co. 80
Guelph Spring & Axle Co.... 95
Gutta Percha & Rubber, Ltd. 10
Gendron Mfg. Co. 31
Glidden Co., The 57
Gillette Safety Razor 32
Graham Nail Works 87

Hamilton Stamp & Stencil Works, Ltd. 95
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co. 75
Howland, Sons & Co., H. S. 1
Hutton & Co., James 61

Ingersoll File Co. 18
Imperial Oil, Limited 5
Inter. Malleable Iron Co. ... 87
Inter. Business Machines ... Back cover

Jardine & Co., A. R. 26
Jennings Mfg. Co., Russell.. 95
Johnson, Edward E. 9

Laidlaw Bale & Tie Co. 31
Lamplough & Co., F. W. 28
Landers, Frary & Clark 2
London Gas Power Co. 30
London Bolt & Hinge Co. ... 91
London Rolling Mill Co. 29
Lufkin Rule Co. of Can., Ltd. 96

McArthur & Co., Alex. 24
McDougall Co., R. 26
Manning, Hinton & Brissenden 95
Martin & Co., L. 91
Manitoba Steel & Iron Co. .. 80
Mica Co. of Canada, Ltd. ... 93
Moore & Co., R. M. 95
Monitor Stove Co., Ltd., The 12-13
Morrison Brass Co., James .. 20
Myers & Bro., F. E. 29

National Stamp. & Elec. Wks. 91
Nagle Mercantile Agency 81
Nagle & Co., H. 24
Nicholson File Co. 25
North Bros. Mfg. Co. 25
Niagara Metal Stamp. Corp.. 24
Nova Scotia Steel & Coal Co. 29

Oakey & Sons, John 91
O-Rib-O Mfg. Co. 80
Owen Sound Wire Fence 95

Parmenter, Bulloch & Co. ... 26
Pink Co., Thos. 24
Plymouth Cordage Co. 4
Progressive Mfg. Co. 93

Rajah Auto Supply Co. 7
Renfrew Electric Prod., Ltd.. 34
Ramsay & Son, A. 63
Reed & Co., Geo. W. 61
Russell Jennings Mfg. Co. .. 95
Rideau Specialty Co. 95

Sanderson Pearcy & Co. 59
Savage Arms Corporation ... 8
Shurley-Dietrich Co., Ltd. ... 26
Shurly Co., T. F. 8
Starrett Co., L. S. 16
Stanley Works, The 11
Steel Co of Canada, Ltd. ..23-67
Stephens & Co., G. F. 77
Steel Trough & Machine Co.. 27
Still Mfg. Co., J. H. 28
Sterling Twine Co. 30
Sturgeons, Limited 61

Taylor-Forbes Co., Ltd. 81
Toronto Plate Glass Imp. Co. 75
Thermos Bottle Co. 17
Toronto Lock Mfg. Co. 27
Toronto Foundry Co., Ltd... 95
Trees & Co., Samuel 23

Union Transit Co. 93
Union Iron & Metal Co. 27

Vol-Peek Mfg. Co. 24

Want Ad. Page 94
Warren Tool & Forge Co., Ltd. 93
Wentworth Mfg. Co. 22
Western Wire & Nail Co. ... 91
Wausau Abrasives Company. 95
Woods Mfg. Co. 22
Woods & Co., Walter 28
Wrought Washer Mfg. Co... 26
Wilckes-Martin-Wilckes Co. .. 95
Wiebusch & Hilger, Ltd. 67
Wilkinson & Kompass 93
Wright & Co., E. T. 87

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If interested tear out this page and place with letters to be answered.

Product-
Publicity-
Prestige-



FROST FENCE dealers have not only the advantage of a superior product in making sales, but they have also an up-to-date, enterprising manufacturing organization at their back.

Are you reaping the full benefit from the Frost Fence "name" and Frost Fence advertising? Are you prepared to supply the demand created by this prestige of name and publicity?

Carry a stock of *Frost Fence*. Your customers know its superior qualities. They have read of its strong points and are ready to be convinced and to buy when you show the product. Increase your "satisfied" customer business by handling this sturdy, neat and truly economical fence.

Every owner is a *Frost Fence* Booster

Frost Steel & Wire Co., Limited

Hamilton, Ont.

INTERNATIONAL
Dayton Hardware Scales

Range of prices: 4c to 60c per lb. Total Adder Cylinder to 90 lbs.

METAL STOP ON THE TARE BEAM

The tare beam is so constructed that by sliding the poise to a "set pin" it will offset the weight of scoop or wire rack, thus bring the scale again to normal.

Full Agate Bearings throughout.



Automatic Pendulum: Gravity, with Reflector.

Standard Finish: Turquoise Blue Gold Finish Extra.

100 lbs. capacity
10 lbs. on chart
10 lbs. on Tare Beam and 80 lbs. in weights.

Counting Scoop quickly attached in place of weights when desired. It is a marvel of speed and accuracy in store service and stock-taking.

Wire rack for use in weighing wire coils, rope, rubber hose, etc., may be placed on platform instead of scoop when desired.

FROM "TIP TO TIP" IT'S BUILT TO GIVE SERVICE AND SPEED

It does at any time all that any other scale will do. It does so much more that it is rated by merchants who use it as the most serviceable piece of equipment ever introduced into the hardware trade. Consider just ONE of the EXTRA Services it performs: The automatic counting of nails, bolts and other small articles—and you will understand why satisfied users all over Canada regard it as equal to one or two extra clerks at stocktaking time.

$2,500 IN CASH PRIZES—ARE YOU ENTERED YET IN THE GREAT DAYTON SCALES WORD CONTEST?

Here is your problem: How many words can you make up from the letters which make up the words D-A-Y-T-O-N S-C-A-L-E-S? Come in and win. The contest is open to merchants and their clerks all over Canada and Newfoundland, who use scales. It costs you nothing to enter. Replies must be in before March 15, 1921. If you have not yet received circular with rules and entry blanks, write to-day to our Contest Department.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

For your convenience we have service and sales offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 10

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

MARCH 5, 1921



THE BLUE BARREL
—The Outward Mark of
Inward Quality

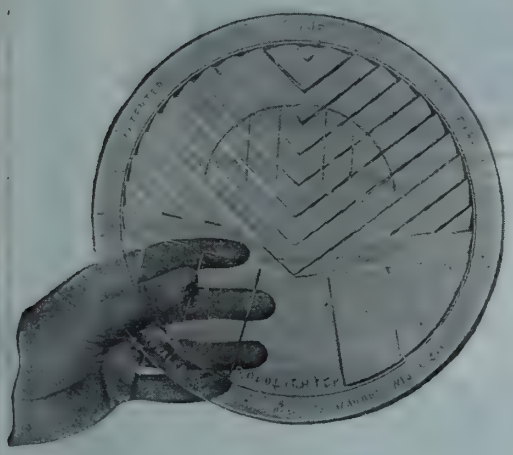
Livingston Brand Linseed Oil
"THE KIND YOUR GRANDFATHER USED"

ORDER IT FROM YOUR JOBBER


A BIG TRADE FOR YOU
There's a big business to be done in O-Cedar Products by any store that keeps them on display.
But the reason for the widespread dealer enthusiasm for O-Cedar lies deeper than sales **volume.**
It's in the **steadiness** of O-Cedar sales and the way O-Cedar Products make **repeat** sales, that merchants find the real inspiration for featuring our Polish and our Mop.
CHANNELL LIMITED
TORONTO
O-Cedar Polish
O-Cedar Polish

'RICE LEWIS' NEWS

—time "Henry" was being spring cleaned!



SHALER Roadlighters
"SILLS RITE-LITE" LENS







We sell JOHNSON'S and NORWESCO. Auto Products

THIS has not been a very hard winter on cars from the weather standpoint, but on the other hand there have been a great many cars used this winter which ordinarily would have been jacked up and put out of commission. These cars have had several months of good hard wear and will now need overhauling before the spring season opens.

Now is the time to draw the motorists' attention to your auto "spring cleaning" lines such as Auto Enamels, Polishes, Lubricators, etc.

We carry a stock of Johnson's Auto Products including:

Johnson's Black-Lac, Auto-Lak, Top Dressing, Prepared Wax, Cleaner, Radiator Cement, Carbon Remover, Stop Squeak Oil, Hastee Patch.

Also Norwesco Products, O-Cedar Polish, Liquid Veneer.

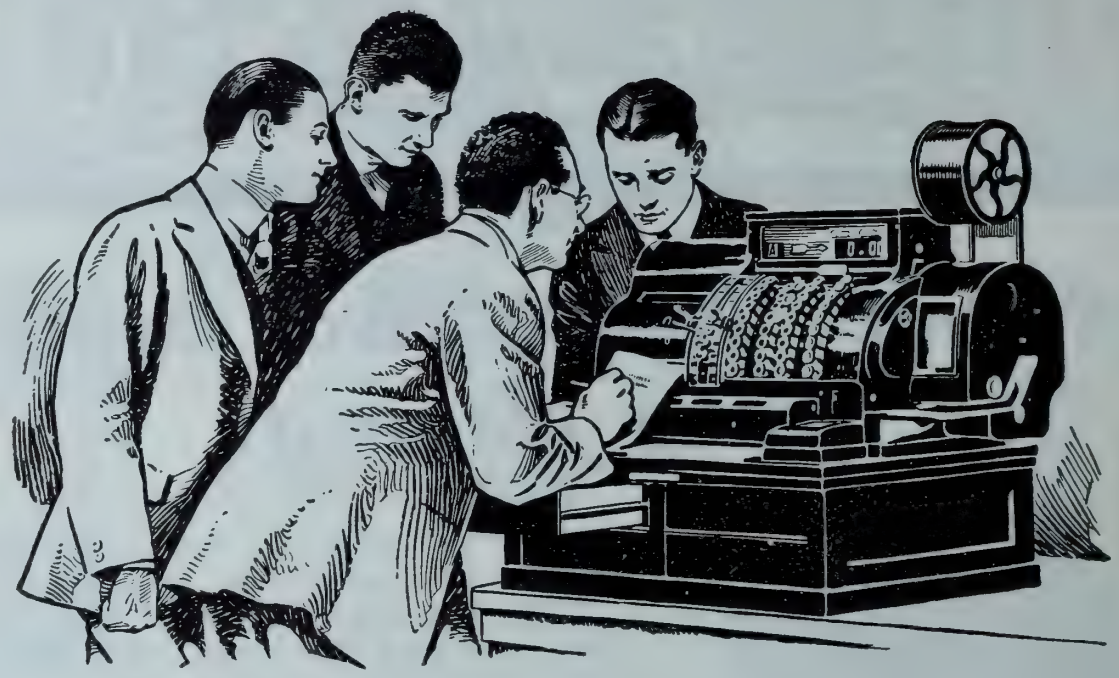
Order your stock of

"Shaler Road Lighters" and Sills' "Rite-Lite" Lens, and be ready for spring trade.

Ask the "Rice Lewis" man, or write direct.

RICE LEWIS & SON, Limited
VICTORIA STREET
TORONTO

If interested tear out this page and place with letters to be answered.



The record of each clerk

An up-to-date National Cash Register shows you exactly what each one of your clerks does every day. Adding counters on the register tell:

① How many customers each clerk waited on.

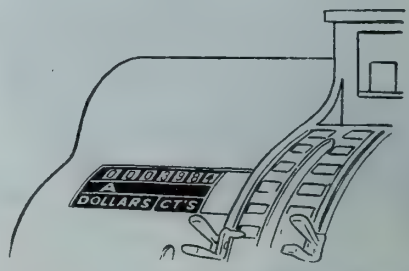
② The total amount of each clerk's sales.

These daily records show you which clerks are most industrious, which clerks sell the most goods, which clerks are most accurate.

They enable you to fix wages on actual selling ability.

They give you the figures needed for a bonus or profit-sharing system.

These clerks' records, together with the many other printed and added records made by an up-to-date National Cash Register, enable you to control your business.



This adding counter, at the left side of the register, shows that Clerk A took in $39.84 during the day. Similar counters show what the other clerks took in.



These adding counters, at the front of the register just above the cash drawers, show how many customers each clerk waited on, and the total number of customers.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

Hatch
Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of the doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

The Hardware Dealer in Garage Hardware has a splendid outlook for the future, as the use of motor cars continues to increase.

Canada Steel Goods Co., Limited
Hamilton, Canada



The Set Includes

- 3 Special Swivel Door Rollers.
- 22 Feet of Track.
- 3 Pairs Special Garage Door Hinges.
- 3 Stay Rollers (floor guides).
- 2 Extra heavy Garage Door Handles.
- 1 Safety Hasp (for fastening doors outside).
- 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles — two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

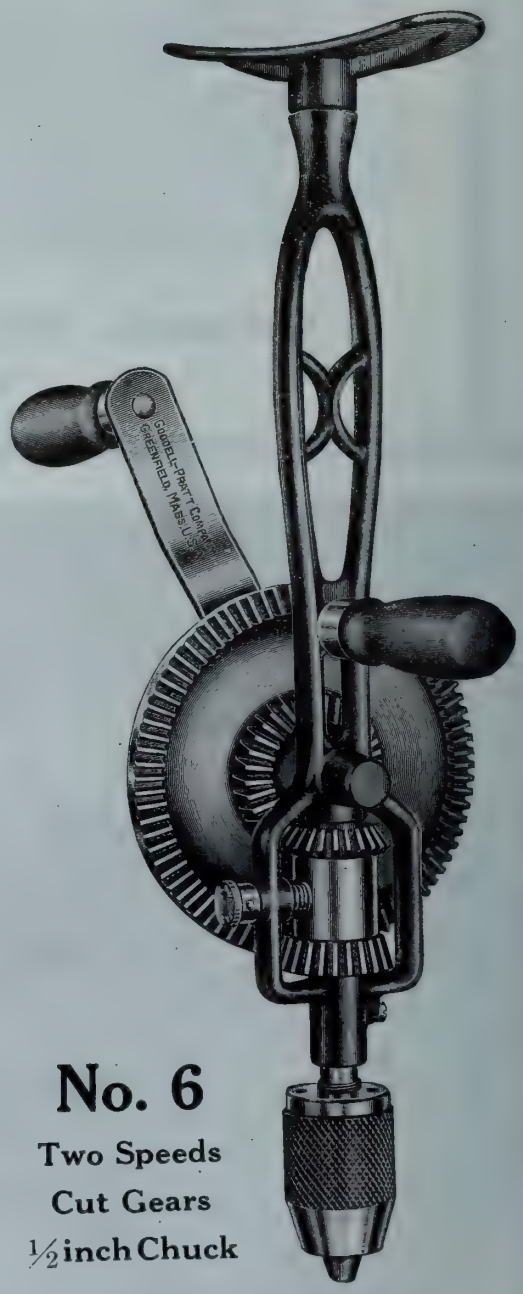
28 BREAST DRILLS

Far-sighted merchants can see the advantages to be obtained from concentrating on one **complete** line of Breast Drills.

The good variety of Goodell-Pratt Breast Drills enables the merchant to meet the demands of his trade for any particular type of drill and at the same time reduces the selling cost, consequently his profits increase.

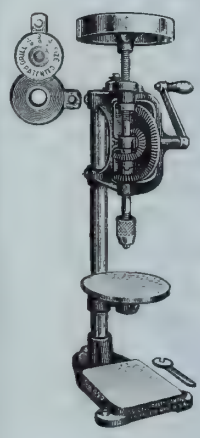
Goodell-Pratt Breast Drills

are modern in design, strongly constructed, efficient in operation, have the quality the user demands, and will yield the profits the dealer expects —the logical result of the right goods, rightly sold.



No. 6
Two Speeds
Cut Gears
½ inch Chuck

Bench Drill
No. 492



Two Speeds, Cut Gears, Steel Chuck of ½ inch capacity, one of 28 Sizes and Styles

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

If interested tear out this page and place with letters to be answered.

Made the Hit of the O.R.H.A. Convention



No. 1918 Hangers with 1918 Round Track

No. 1918 Hangers are packed one-half dozen pairs in wooden case. No. 1918 Track is supplied in 3-foot lengths only. It is packed in 48 and 60-foot crates. A complete catalogue will show you many other good sellers in the S. & B. line.

1918 is the only self-cleaning track on the market. It will not hold dust or water. As shown in the sectional view, the carriage is protected from weather —from snow and ice, and accumulations that might interfere with smooth-running of the hanger in its track.



No. 1917 Hangers with 1918 Round Track

No. 1917 Round Trolley Hangers are made of best grade steel; wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and steel hasp. Packed one pair in carton, with two end stops and bolts, also instructions how to apply. Half, or one dozen, to case. Weight, per dozen pairs, 80 lbs.

These efficient, smooth-running hangers, and the round track, were the hit of the Ontario Retail Hardware Association Convention at Hamilton, Ontario, February 14 to 18 inclusive. Many visitors saw them and ordered them. We recommend them confidently, for satisfaction, to hardware dealers and consumers throughout the Dominion of Canada.

Hangers, Track and Brackets all Supplied in Baked Japan Finish

N. Slater Company, Limited

Hamilton, Ontario

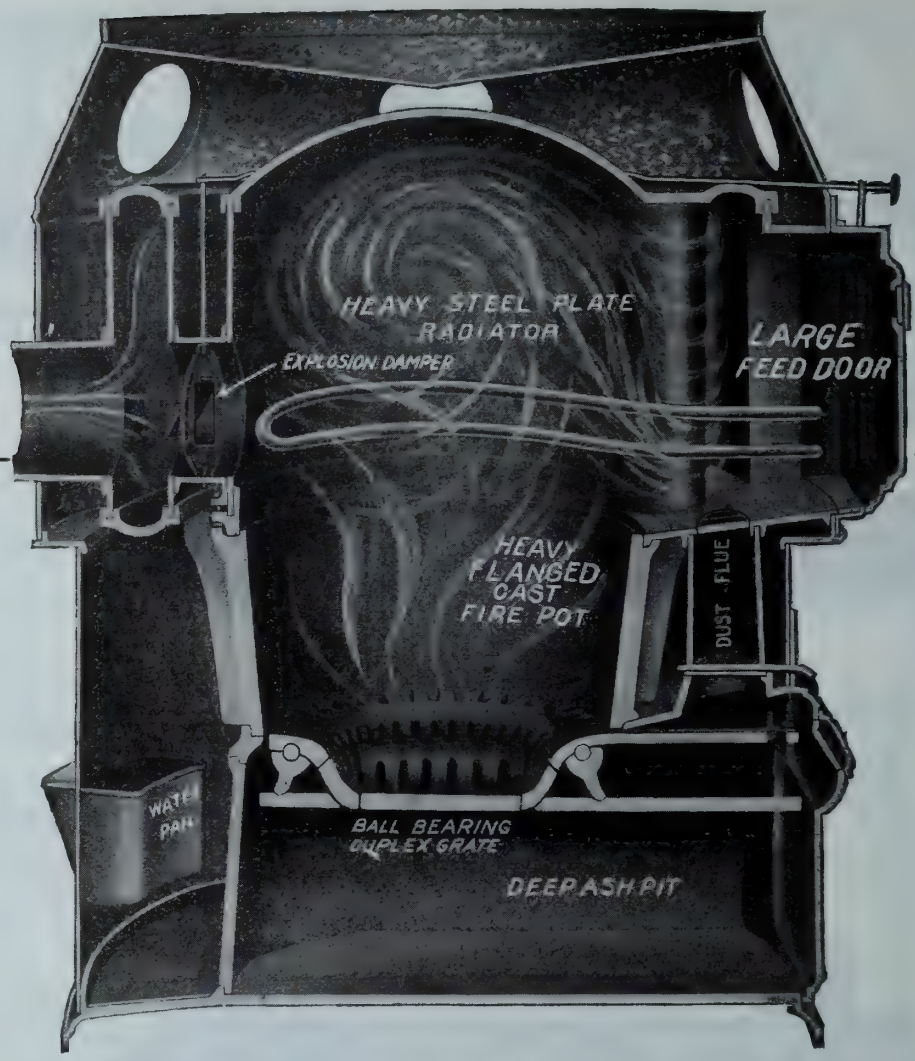
Successors to

Slater & Barnard, Limited

Representatives:

N. J. Dinnen	A. T. Chambers	T. Mortimer & Co.	H. E. Bull
Winnipeg, Man.	Vancouver, B.C.	Toronto	Montreal, Que.

If interested tear out this page and place with letters to be answered.



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative:
Mr. Charles Nichol, 614 Aylmer Street, Montreal

Vancouver—1073 Hamilton St., Vancouver, B.C.
Winnipeg—134½ Higgins Ave., Winnipeg, Man.

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"Seafoam" Electric Washer

The WHIRLPOOL



Water Power Washer is a new "DOWSWELL" product designed to meet the demand for a Water Power Machine with a perforated rubbing board. Many people prefer this principle of washing so we offer the WHIRLPOOL after successful experimenting to produce the very best washer of this type. The WHIRLPOOL is up to the Dowswell standard.

The motor used is similar to our IDEAL, which insures strength, speed and endurance. It is the simplest and surest Water Motor made, and will operate on low or high pressure. There are no intricate or delicate parts to easily get out of order. All parts are standardized and interchangeable.

The tub is made of best quality cypress, heavily hooped and attractively finished. All metal parts which come into contact with water are heavily zinc coated.

The WHIRLPOOL is a quality product through and through, and we stand behind it to the limit.

Send For Folder With Full Description And Price

DOWSWELL, LEES & COMPANY, Limited
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

IF YOUR TROUBLES ARE LIQUID



LET RED WING HANDLE IT

Now Naming Reduced Prices

JAMES SMART PLANT
BROCKVILLE, CANADA

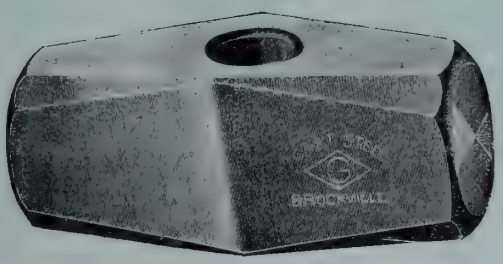
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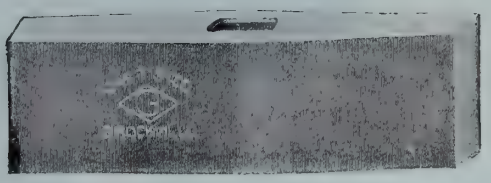
CANADA

FOUNDRIES & FORGINGS

LIMITED

The Sledge People of Canada









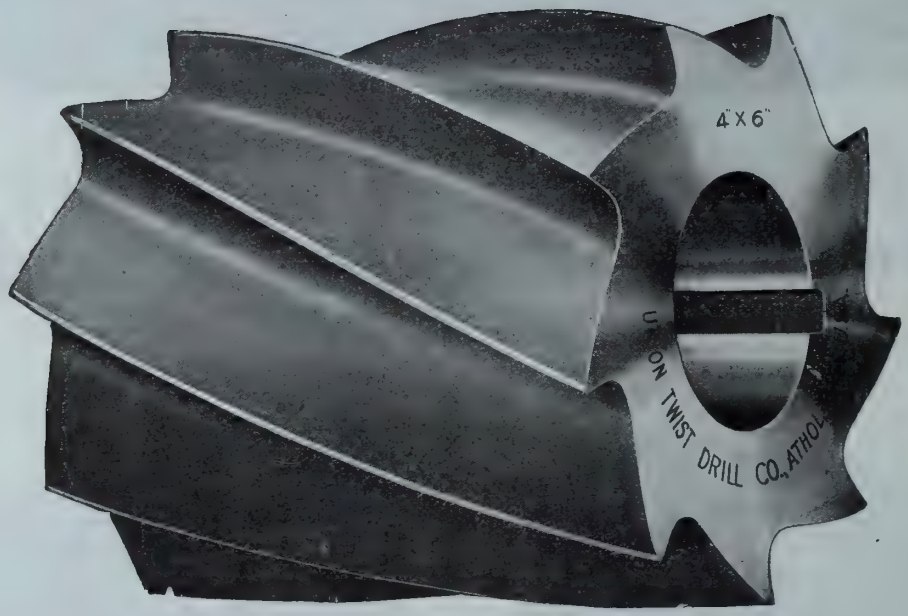
Delivery from Stock

Jas. Smart Plant

Brockville, Canada

If interested tear out this page and place with letters to be answered.

Butterfield Tools



What About the Plants Near You?

There are plants near every hardware store tool department that send hundreds of miles away for tools, and order from catalogues because they don't know that the nearby hardware store has them. Is this happening to you?

Display your Butterfield tools. A post-card to the purchasing agent of plants near you should secure this business. Make it known that you have them. You can easily make the sale then on Butterfield's forty years of good tools.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Butterfield & Co., Division
Union Twist Drill Company
Rock Island - Quebec

BUTTERFIELD

If interested tear out this page and place with letters to be answered.

The Long Life Line

THIS is the line of downright merit—the line that has built for itself a great reputation all over Canada, largely on the strength of its usefulness to Canadian women in their homes.

Women prefer Pearl Ware because they have found it a line long in life. Dealers in slack times have found Pearl Ware a real Life Line. It has pulled many a dealer safely over the "rough spots."

It is a sure-selling line. Stock up now and you will have to restock soon again. Its reputation sells it, and its solid value keeps it sold.

But of principal interest to you as a dealer is the fact it can be sold at a price that will bring you a ***good*** profit. And because it is such a steady-selling line it means ***steady*** profit.



Pearl Ware is the complete enameled ware line. There are well over three hundred articles to the line—everything any customer of yours could ever ask for—from tea cups to roasters, from wash boards and stock pots to pie plates or ladles. It is the complete line. Nothing bigger. Nothing better.



Quick Turnovers

Just as important to you as the profit there is in selling Pearl Ware is the importance of steady and quick turnover. Pearl Ware sells quickly and steadily. It means quick turnovers wherever stocked. Send us an order and see for yourself.



Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co., of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

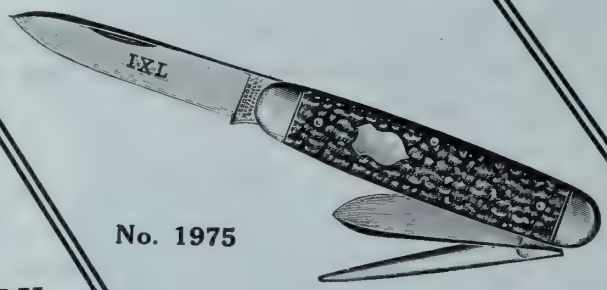
I·XL POCKET KNIVES



No. 1971C

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

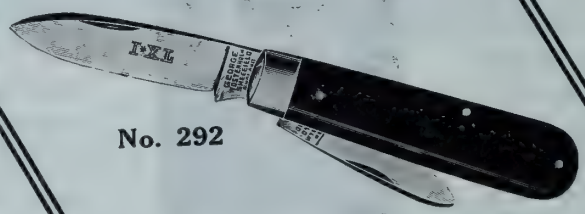


No. 1975

I·XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency in quality, finish, grinding, tempering and general appearance. Each knife passes through a most vigorous inspection before leaving the factory, and carries our personal guarantee on to the consumer.

SELECTION OF OVER FOUR THOUSAND PATTERNS. EVERY BLADE GUARANTEED



No. 292



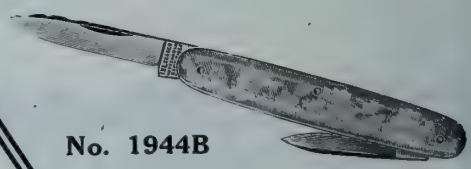
No. 292T

Let I-XL Cutlery help build your reputation for quality.

Create satisfied customers—they are the best friends you have.



No. 611



No. 1944B

A. MACFARLANE & CO. LTD.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer —The Farm Repair Shop

THE farmer of today is appreciating more and more the necessity for good tools on the farm. He must be able to make emergency repairs to farm implements *on the spot*. Minutes are precious at harvest time—in winter when the windmill goes wrong, etc. A trip to town may spoil a crop, or freeze a water system. He must own his own repair tools.

Every farmer is a real prospect for GTD Threading Repair Sets and Pipe Tools. You can sell him :

No. 311 *Little Giant* Screw Plate, threading bolts, nuts, rods, etc., from ¼" to ¾" diameter, USS Threads and corresponding sizes with SAE threads for automobile and tractor repairs.

No. 261A—a set of *Little Giant* Pipe Stocks and Dies, threading pipe from ¼" to 1" diameter.

GTD Pipe Wrenches, Cutters and Vises.

A set of GTD Hexagon Rethreading Dies for rethreading crossed and rusted threads (not for cutting new threads.)

These GTD Tools are essential on any farm. Why not pitch in and get your share of this business? We are ready and eager to cooperate.

Our suggestion: Send us the names of the live farmers in your vicinity, and we will gladly help you to sell them GTD tools. It will cost you nothing—and may open the door to some important new business for you.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Ltd., Galt, Ont.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation of Canada, Limited
Galt, Ontario

Here is that list to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name _____ Position _____

Firm _____

Address _____ H.&M. 105



If interested tear out this page and place with letters to be answered.

Wanted—A Caliper

Have You This Tool For Sale?

Among the seven outside calipers in the Starrett line there is one—No. 36—especially designed for obtaining measurements where the work is difficult to get at.

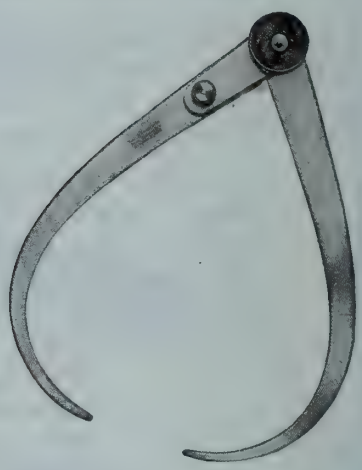
This tool—the one that's wanted—may be placed over flanges or inside of chambered cavities, such as the work shown here; and may be removed and replaced without losing the size calipered.

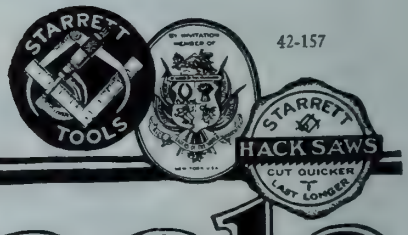
Have you this tool in stock? Check up with Catalog No. 22 "MA."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.







42-157

Starrett Tools

If interested tear out this page and place with letters to be answered.



Story for Week Dated March 5, 1921 **Hull in 1851** **Being No. 47 in the Series**

From The Tree To The Trade Includes E. B. Eddy Wooden-Ware

AMONGST the many marvels of wood-pulp papers, and indurated ware, and match manufacture at the Eddy plant the fact that the E. B. Eddy Company also manufacture a large amount of plain wooden articles is apt to be overlooked.

It ought never to be forgotten, however, that the late E. B. Eddy was a famous manufacturer of wooden stave pails, and tubs, and buckets in the early days of the plant at Hull. No more wooden stave pails and tubs are manufactured there now, for the far more lasting and attractive indurated ware has completely superseded them. But there are still the wooden framings for the many lines of Eddy Company Wash-boards to manufacture, and the wooden cases for shipping certain Eddy lines are also made at the Hull Factory.

In the manufacture of the wash-boards employment is found for an army of clever fingered boys who prove themselves exceedingly handy with hammer and saw. The wood does not require much sawing it is true, for it arrives at the assembling rooms in lengths for the particular jobs in hand.

But the boys grow adept at fitting the pieces of wash-board framing into place, and nailing them securely. Only the best, clear, and well seasoned wood is used for the wash-boards. As a result they are strong and lasting, not likely to warp or twist, and capable of withstanding the strain of many a hard Monday's wash, and helping materially the while. Most famous of all the Eddy Company wash-boards is the "Twin Beaver" with its indurated ware friction surfaces which do the work so perfectly, and last so long.





If interested tear out this page and place with letters to be answered.



The Eveready Line with the Ever-steady turnover



Like automatic vending

EVEREADY Flashlights and Batteries sell with the certainty and regularity of merchandise in a slot-machine.

Successful Eveready dealers have a yearly turnover of not less than 4 on cases and 8 on batteries.

The time of your salespeople is saved, because the buying public knows that the name "Eveready" on a flashlight or battery is the guarantee of quality. All you need do is display merchandise bearing this nationally known trade-mark.

Experience has shown us what the fastest-selling numbers of the line are, and we have dropped all others. You can't go wrong with an Eveready assortment. Ask one of the jobbers in your territory to show you the line. If you don't know who the nearest Eveready jobber is, we'll tell you. Do that now—it means money to you.

CANADIAN NATIONAL CARBON COMPANY, LIMITED
Toronto and Winnipeg

EVEREADY
FLASHLIGHTS AND BATTERIES

Canadian Made for Canadian Trade

AC-22-T

If interested tear out this page and place with letters to be answered.

JARDINE

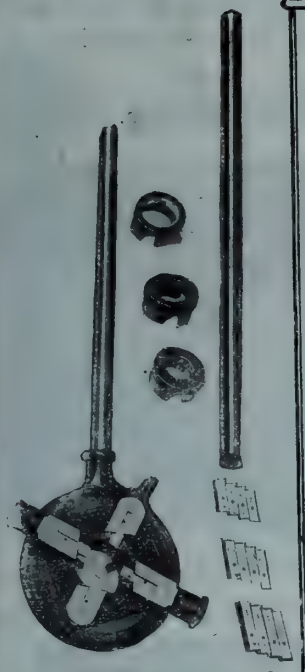
REGISTERED J TRADE MARK

Sole Makers of "Jardine" Pipe-Threading Tools

Machinists' Blacksmiths' Boiler-Makers' and Pipe-Fitters' Tools

WHEN you purchase these MADE IN CANADA tools you pay no duty, nor exchange rates, and you get tools correct in design, high in quality and efficient in service.

Catalog No. 17 covers our Machinists', Blacksmiths' and Boiler-Makers' Tools. Catalog No. P3 our Pipe-Fitters' Tools. Which one shall we send you?

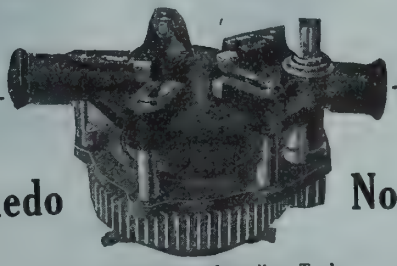


No. 1 A Toledo Pipe Stock Capacity 1" to 2".



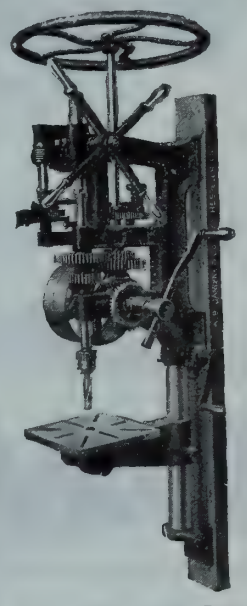
Canadian Giant Power Hammer

Sole licensees to manufacture and sell Toledo Pipe-Threading Tools in Canada.



Toledo No. 2

Geared Adjustable Threading Tool. Capacity 2½" to 4".



No. 6 Hand and Power Drilling Machine



No. 3 Horseshoer's Vise and Bolt-Header

A. B. JARDINE & CO., LIMITED, Hespeler, Ont.

Agents: Winnipeg and West—Stanley Brock, Ltd., Winnipeg, Man. Brockville and East—J. R. Devereux, 358 Beaver Hall Square, Montreal. Bellevile and West—W. H. Cunningham & Co., 269 West Richmond St., Toronto, Ont.

If interested tear out this page and place with letters to be answered.



"Sterling" Oil Stove Ovens

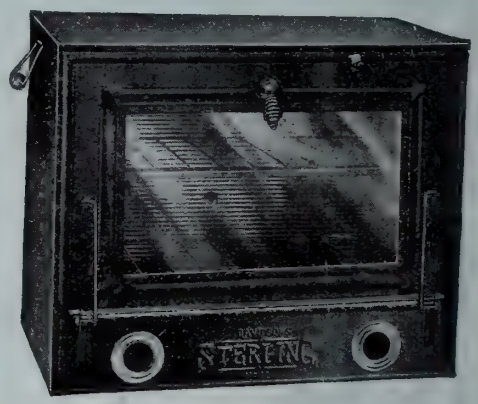
A Davidson Oil Stove Oven, on account of its well-known quality, is always a ready seller. Our "Sterling" line is made for two burners, of 26-gauge blued steel, strong and durable, asbestos lined to prevent waste heat. Painted with rustproof combination, adding greatly to the life of the oven. Cold handles at side and door knob, which locks in three places—ensuring a greater economy of heat.

Write us for our Stove Catalogue.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
[redacted] Steel Foundry Division, Lachine Canal, Turcot

DAVIDSON



VOL-PEEK



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)



STRENGTH TEST

"Wellworth" aluminum cooking utensils are either stamped in huge presses or cast in our own foundry. They are not spun, because spinning leaves thin spots, which weaken the walls of the article. The demonstration shown in the illustration of five men weighing 746 pounds standing on a "Wellworth" aluminum tea kettle is an eloquent and final demonstration of the quality that is built through and through our utensils. It would be much cheaper for us to spin all our ware, but this would not be consistent with our policy of supplying only goods that will give satisfaction.

Look for the Wellworth trademark to make sure you are getting strong, 99% pure aluminum.

WENTWORTH MFG. CO.
HAMILTON CANADA

If interested tear out this page and place with letters to be answered.

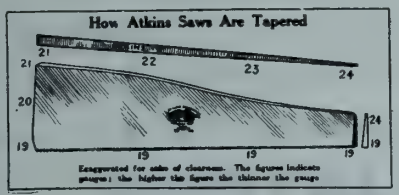
ATKINS
STERLING QUALITY SAWS



REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made

Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.



Segment Grinding



Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

Est. 1857

"The Sterling Quality Saw People"

Factory: Hamilton Ont.

Branch: Vancouver, B.C.

WILLIAMS' "VULCAN" MACHINISTS' CLAMPS



Williams' Clamps are drop-forged from an exceptionally strong, tough grade of selected steel; they are heat-treated to prevent springing and to increase their strength. Made in 4 sizes with maximum capacities of 1¼ to 4¼ inches.

Ask for booklet

DROP-FORGINGS
often cheaper than castings
—always far superior

J. H. WILLIAMS & CO., LIMITED

"The Drop-Forging People"

FORMERLY CANADIAN BRANCH OF THE WHITMAN & BARNES MFG. CO.

30 THOROLD ROAD, ST. CATHARINES, ONT.

If interested tear out this page and place with letters to be answered.

COBBLER OUTFITS

Our catalogue lists quote an assortment of cobbler outfits. We will gladly give further details on request.



MORE IN DEMAND THAN EVER

The average handy man to-day is keen to economize, particularly in the matter of footwear. Where there is a family of growing boys and girls the cost of upkeep in boots and shoes is a continual worry. A positive saving in this regard is readily effected through the use of a handy cobbler outfit, such as we illustrate, and many dealers report an increasing demand for this article. If you have not these in stock, we would strongly advise featuring prominently in your store a few of the various outfits which we have ready for immediate shipment.

Write us for prices and other details.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
246 Craig St., W., Montreal.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. C. ROGERS, LTD.,
147 Prince William St., St. John, N.B.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS

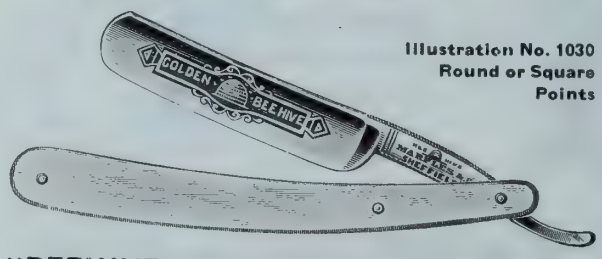


Illustration No. 1030
Round or Square Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works SHEFFIELD

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

LANTERNS

of
All kinds
for
All Purposes.

Home Trade
and
Export Enquiries
receive
equal attention.





E. T. WRIGHT CO., LIMITED

HAMILTON - CANADA

If interested tear out this page and place with letters to be answered.

TRADE MARK J.M.T. A GUARANTEE OF QUALITY

True Economy

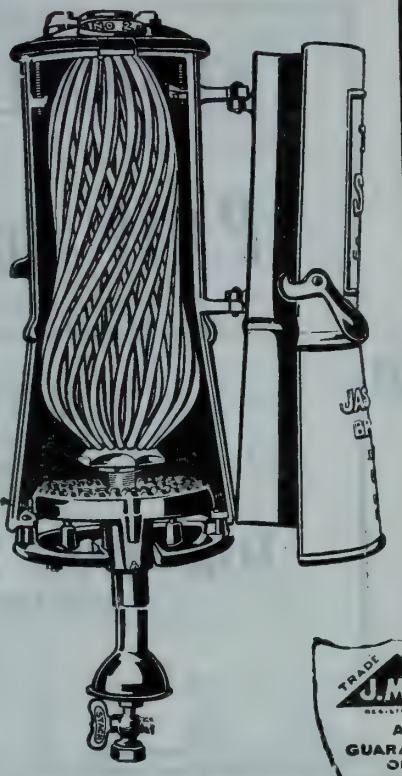
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.



Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. A GUARANTEE OF QUALITY

Imperial Brand
HORSE BLANKETS

New Patterns in Jute, Duck and Kersey



IMPERIAL GRAND HARNESS

You Can Sell Them as Soon as You Show Them

Ask to see these new blankets

We have paid special attention to the quality of the lining, and this feature, together with the new patterns, is making these new Blankets big sellers.

Samuel Trees & Co. Limited

Manufacturers of Harness Saddlery and Horse Blankets

42 WELLINGTON ST. EAST, TORONTO

If interested tear out this page and place with letters to be answered.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

P x H and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.

Ask Your Jobber.

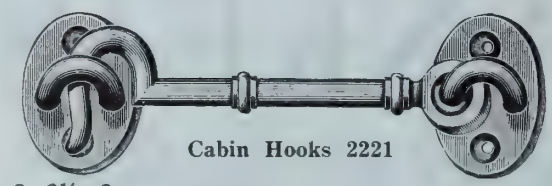
P x H

IMPERIAL

INGERSOLL

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)



Cabin Hooks 2221

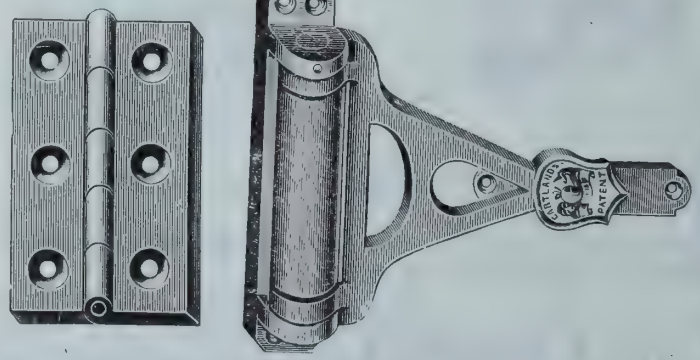
2, 2½, 3

BUILDERS & GENERAL BRASSFOUNDRIES

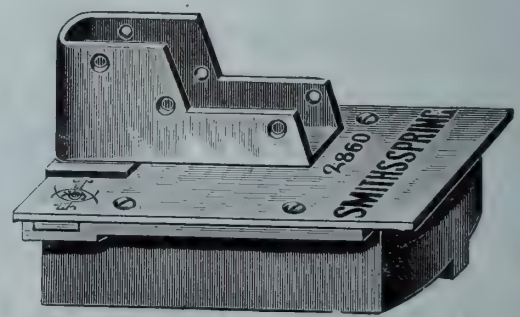
Canadian Representatives

G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



5150. Machine Made Hinges.
Made in all Standard Sizes



5355. Helical Door Springs
Made Adjustable and also Non-adjusting.

2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.



On with a Twist—Sell with a Bang!

Every Customer a Salesman

Every prospect you sell on Mendets immediately becomes a salesman for you. They bring you many additional sales as they recommend this efficient household aid to their friends and neighbors.



Display Case

Our display case, placed upon your counter, will attract attention, and close many sales for you. Mendets are used in the home for mending pots, pans, rubber goods, etc. Have given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

MENDETS
A PATENT PATCH

No Selling Costs on These Files

Acceptance as the standard, and established demand make

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

easy to sell and big profit makers.

File users want them; to offer them is to sell them.

Profits that come thus easily you cannot afford to lose.

Your jobber can always supply you promptly; we carry large reserves.

Made in Canada by:

Nicholson File Company
Port Hope - - Ontario

If interested tear out this page and place with letters to be answered.

SIMONDS

CROSS-CUT SAWS

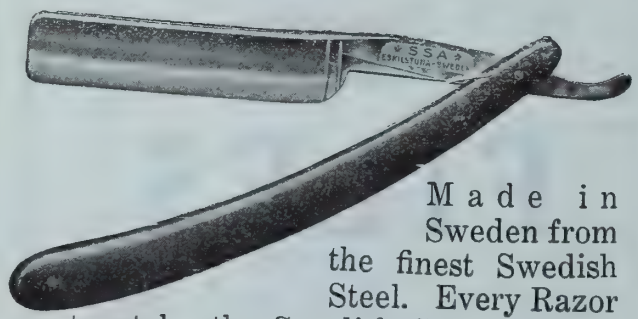
Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N.B. MONTREAL, QUE. VANCOUVER, B.C.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

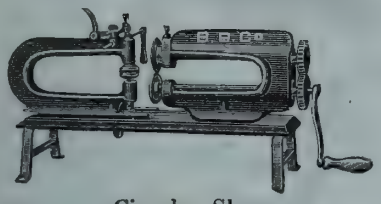
Bolts
Nuts
Rivets
Spikes
Wire Nails
Twisted Steel for Reinforcing
Fence Staples
Wood Screws
Fine Wires
Wrought Pipe
Nipples
Smooth Steel Wires
Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Sheet Metal Working Tools

Production and Labor Costs

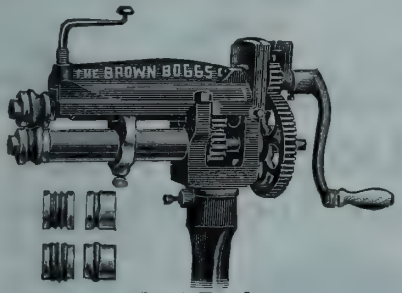


Circular Shear

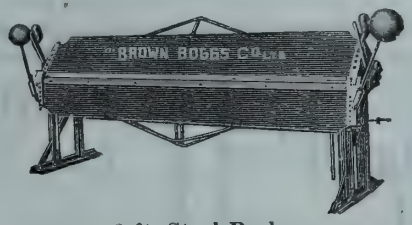
Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business and more profit.



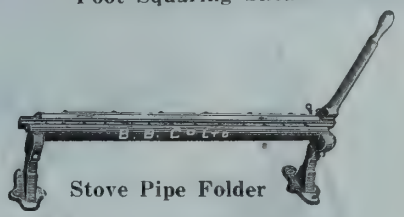
Foot Squaring Shear



No. 3 Beader



8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers NEWMARKET, ONTARIO

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

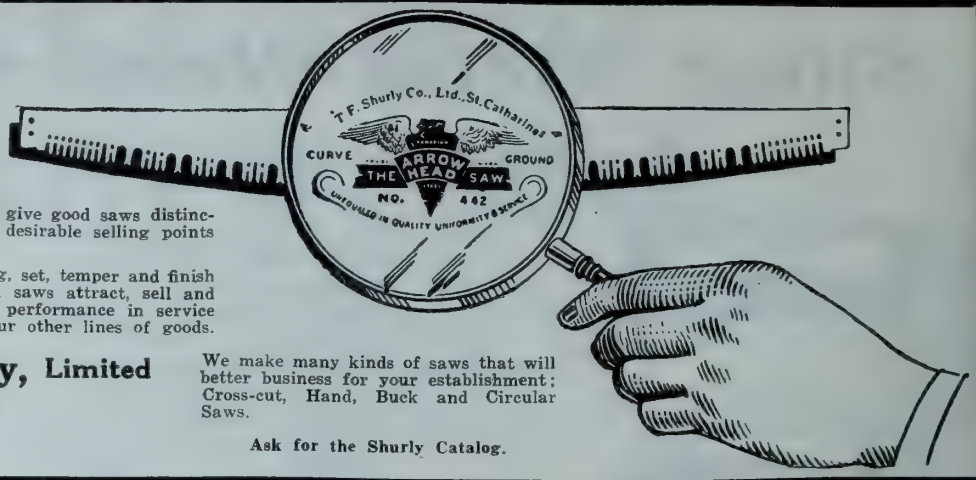
82 McGill Street Montreal, Canada

If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.



Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

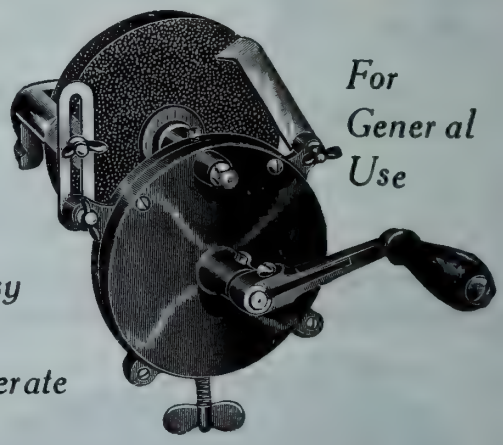
This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

Bull Dog Enclosed Cut Gear Tool Grinders



For General Use

Easy To Operate

A strongly built grinder for general use. All gears and steel pinions are machine cut, entirely enclosed with dust-proof case. All bearings are properly fitted with oilers to insure ease of operation and long life. Baked black finish, with tool rest, slide and bracket. With Vitrified Corundum Wheel. Made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

The Famous "MAB" RAZORS

25 years' reputation



No. 14 pattern

Dwarf size for self-shavers.

Large size for barbers.

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Butler's **FAMOUS SHEFFIELD CUTLERY**



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD

Manufacturers:
The Sheffield Twist Drill & Steel Co.
LIMITED
Works: Summerfield St., Sheffield

Telephones:	LONDON OFFICE:	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London"
Code ABC 5th Edition		"Proells, Paris"

HIGH TWIST  **SPEED DRILLS**

DORMER BRAND

High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

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UNIMECO WROUGHT WASHERS



Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

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Maple Leaf Butcher Saws



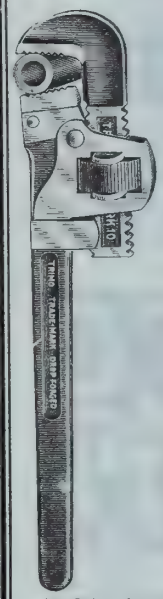
Every butcher in your town is a prospect for one or more of these efficient and trustworthy saws. Canvass the butchers in your community and you will be surprised at the number of sales you will make. This saw, like all other Maple Leaf Saws, is a high quality product that sells on merit, and pays the dealer a good profit.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

Buy All Canadian Made Goods

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

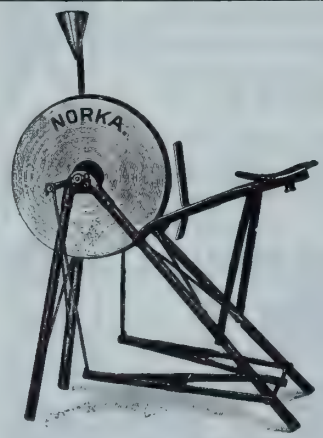
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ROXBURY (BOSTON), MASS.
MANUFACTURERS

Willow Clothes Baskets

3 Popular Sizes

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Walter Woods & Co.
Hamilton and Winnipeg



Sharp Tools an Aid to Piety

Sharp tools are necessary for good work. Lots of impatience, bungling work and perhaps—profanity—could be prevented if tools were kept sharp.

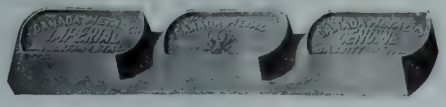
Why let your customers go without sharp tools or borrow their neighbor's grindstone when they can buy one of their own for a few dollars?

"Grind your axe in the morning"
Do it on your own "CLEVELAND"

THE CLEVELAND STONE COMPANY - Cleveland, Ohio

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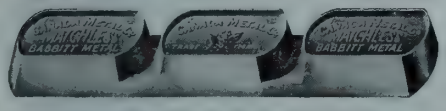


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For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



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This cement wil lrepair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

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WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



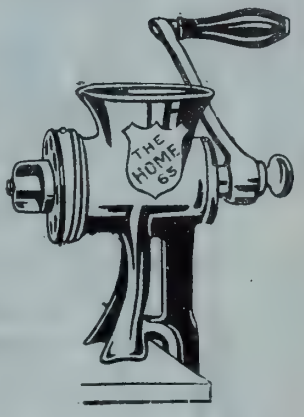
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Mathematics Are Useful But—



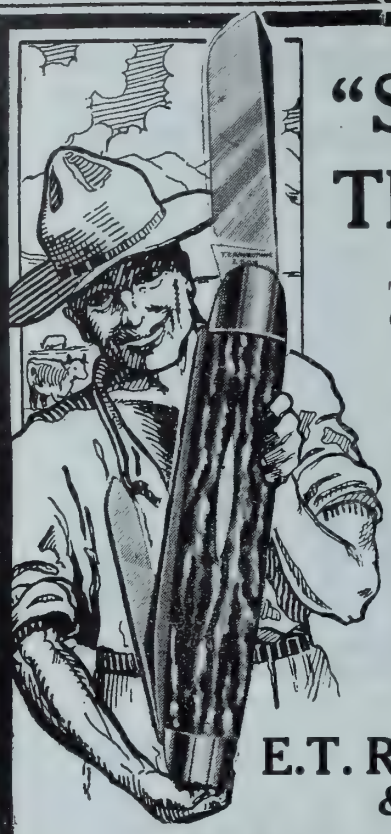
Only simple arithmetic is necessary in figuring out which lines really net an instant profit. But favorable "After-Effect" is much more important than first profit. For is it not the key to further sales? In selling a

Maxwell
Food Chopper

there is the usual fair profit, plus satisfaction to the user — the favorable "After-Effect" — from which *You* will reap both direct and ultimate benefit. Your shoulder behind this line will prove a good investment.

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This Canadian Cattle Knife is real Sheffield goods—built for business Keen, well-tempered blades, solid Stag handle—a knife for tough work. You're on the right stuff with this line—mail us your order direct and save middlemen's profits. Immediate shipment.

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MAPLE EVAPORATOR
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WELDED STEEL SAP PAN

This evaporator fills the popular demand for a handy, efficient, up-to-the-minute machine at a reasonable price.

It is specially made to meet the requirements of the small farmer who wishes to get all the money profits out of his maple bush without too heavy an outlay for apparatus.



Welded Sap Pan—no solder about it to melt or leak—a pair of handles on each side and heavy angle steel around top.

Standard sizes: 6″ x 24″ x 5′; 6″ x 30″ x 7′; 6″ x 24″ x 7′; any size to order.



Placed on market last year and proved a great success.

Write us for trade prices and further particulars regarding these two money makers—we also manufacture steel baths, tanks, sanitary closets, dairy equipment, etc.

Send list of prospective buyers and we will mail literature to them.

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The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada



No. 360—Wrought Steel
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Outside of Frame 6¾ x 2½ ins.

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Many other designs in Cast Brass or Bronze kept in stock.

Write for catalogue and dealers' prices.

Immediate shipment from stock.

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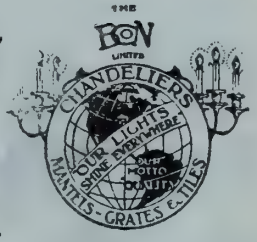
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Lighting Fixtures and Electric Appliances
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Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

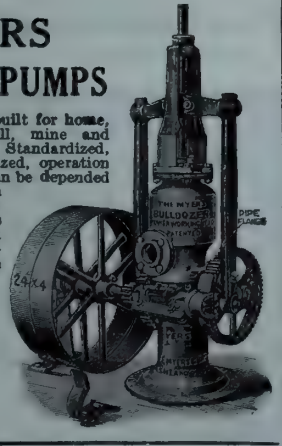
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Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.



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BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

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EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

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More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

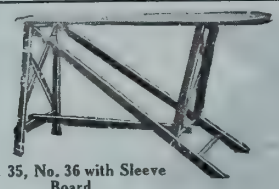
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Iron, Copper and Brass Rivets
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No. 35, No. 36 with Sleeve Board



STEPLADDER STOOLS

Show your customers the many useful qualities of these stepladder stools. It's easy to sell them. For household use or in stores, offices, libraries and workshops. Made from hardwood and very durable.

IRONING BOARDS (*Strongly Made*)

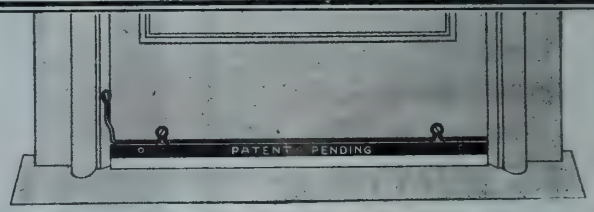
The convenience of a good ironing board is readily appreciated. Our boards have selected basswood tops and hardwood legs. Strongly made, fold compactly, and are extremely serviceable.

We also manufacture Stepladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards, Extension and Step Ladders.

Write for our Catalogue D of wood products.

The Stratford Manufacturing Co., Ltd.

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The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

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Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence, Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

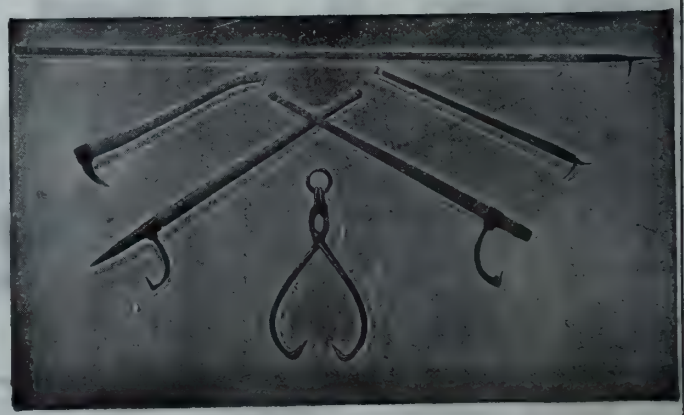
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



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"Crisp Comments at the Convention"

"Let us throw the hooks into our jobs instead of into each other."

B. J. McCormick, general sales manager Canada Foundries & Forgings, at Ontario Retail Hardware Convention.

"By watching his trade paper the retailer will be able to buy and sell more intelligently."

Ed. Wanless, retiring president Ontario Retail Hardware Association.

"This is a time when the machinery of business needs to hit on all four."

C. A. Smith, Frost Steel & Wire Co.

"Business men should not wait to see what the other fellow is going to do. They should be up and doing—stand ready to give your business stimulation, a little hand cranking so to speak, when the self-starter refuses to work."

Nelson Mills, of Mills Hardware Co., newly elected president Ontario Retail Hardware Association.

"The hardware trade has not suffered nearly as much in depreciation and volume as many other lines of business, and we can look forward after the first quarter of the year to a normal state of affairs again."

Col. Robert Starke, of Starke-Seybold Co., president Canadian Wholesale Hardware Association.

"The supply of goods will be better this spring. The retail hardware merchant to-day can save a lot of money by mixing shopping with his buying."

George May, of May Brothers Hardware, vice-president Ontario Retail Hardware Association.

"Speaking personally, we have never stopped buying goods. We have deliberately set ourselves within the last few months to see that our stock is complete in all its branches. Don't forget that Canada is to-day in the premier position of the countries of the world."

S. H. Alexander, Wood, Alexander & James, wholesale hardware.

"We are ninety days nearer good times than we were three months ago."

Robert Hobson, president Steel Company of Canada, Ltd.

"I cannot do better than refer you to the article on page 58, February 12 issue of Hardware and Metal, outlining the views of Mr. Bamford, sales manager of J. H. Ashdown Hardware Co., in order to express my views on the situation."

James Hardy, secretary Canadian Wholesale Hardware Association.

The consensus of opinion at the 16th Annual Convention Ontario Retail Hardware Association held at Hamilton, Ont., Feb. 14-17, and fully reported in Feb. 19 issue HARDWARE AND METAL, was that good business will be experienced within the next 60 days. It will not be easy business. Every manufacturer and wholesaler will have to work for his business in 1921. Truly, 1921 will reward fighters.

Necessity will force a large volume of buying during March and April, but who will get this business? The retail *hardware merchant is going to mix shopping with his buying this year.* The retail hardware merchant is taking his time with his spring and summer buying. He is looking around; he is looking up all sources of supply for information and prices. The changed conditions in the hardware trade make it absolutely certain that the hardware man's Annual Spring Buying Directory this year will be consulted more carefully and more frequently than in any previous year. The Canadian hardware trade is more responsive to advertising to-day than it has ever been in the past. The firms represented in the 33rd Annual Spring Buying Directory of HARDWARE AND METAL will get the best results they have ever had from representation in the Annual Buyers' Guide. Used by every wholesaler, over 90% of the retailers and also by 900 hardware sections of department or general stores. No free distribution. Subscribers pay in advance, because this Annual Buyers' Directory is a vital part of the buyer's equipment, and is used for many months as a guide and reference number. We send out a total distribution of 4,560 copies. Two pages, $120; full page, $65; half page, $36; quarter page, $21; eighth page, $12. *"1921 business requires solicitation."* This is your opportunity to solicit the business of practically the entire hardware trade of Canada at a cost of less than 1½c per hardware firm, for full page (7¼" x 10") message. Forms now closing. Last form closes March 12. *Don't forget that 1921 business requires solicitation,* and act *NOW!*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

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SPRING

PLANNING AHEAD. MAKE YOUR STORE THE CENTRE FOR DEPENDABLE STOCKS AND MERCHANDISE. BELOW ARE A FEW SUGGESTIONS OF LINES THAT ARE PROFITABLE SELLERS AND THAT WILL BE IN DEMAND FOR SPRING TRADE.



UNIVERSAL PERCOLATORS



UNIVERSAL FOOD CHOPPERS

OAKVILLE ALUMINUM WARE

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TEA KETTLES
TEA POTS
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. TORONTO, MARCH 5, 1921 No. 10

"Retailers Have Suffered Sufficiently" 37
Oppose Amendment re Marking Silverware 38
Bathroom Fixtures Given Prominent Location 39
For the March Advertising 41
Editorial Comment 42
New Regulations re Offensive Weapons 43
News of Western Canada 44-45
Events in the Trade 46-47
London Hardware Merchants' Annual Meeting—Twenty Years Ago .. 50
Weekly Market Reports — Montreal, Toronto, London, Winnipeg, Pittsburgh 51-57
Paint Doubles Value of Property 58
Best Grade Bristle Brushes Remain High 60
More Enquiry For Turpentine 62
Weekly Paint Markets 64-66

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GEO. D. DAVIS, Manager.

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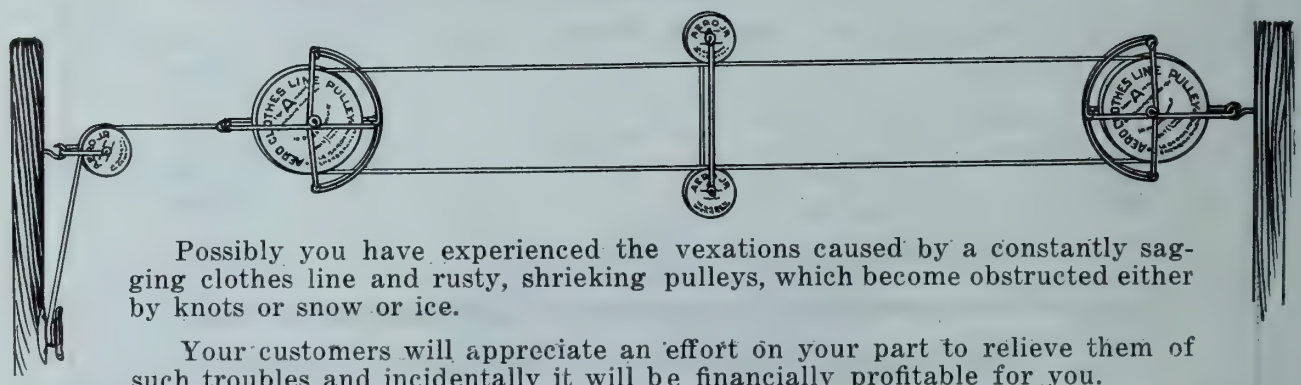
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Galvanized and Black Sheets

Attractive Prices for Prompt Spring Delivery

John Lysaght, Limited
A. C. Leslie & Co., Limited, Montreal
Managers Canadian Branch



Possibly you have experienced the vexations caused by a constantly sagging clothes line and rusty, shrieking pulleys, which become obstructed either by knots or snow or ice.

Your customers will appreciate an effort on your part to relieve them of such troubles and incidentally it will be financially profitable for you.

AERO Clothes Line Pulleys manufactured of waterproofed hardwood are 6 inches diameter, with deep V-shaped groove, giving perfect friction to varying diameters of line, are self-lubricating, rustless, knot-passing and will run noiselessly under all weather conditions, and are guaranteed for ten years, if oiled annually.

The **Aero** method of installation as per above cut is a departure from common practice, but a glance at it will convince you of its practicability in securing a taut clothes line at all times without splicing the line itself. If desired, the line and pulleys may be taken in after use.

The Aero Line Support prevents sagging in the center when carrying heavy loads.

Your jobber probably has these in stock. If not, communicate with us direct or with our Western Agents—H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited
Sherbrooke, Quebec

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MARCH 5, 1921 No. 10

"Retailers Have Suffered Sufficiently"

This Was The Opinion of a Recent Convention of Merchants in Toronto Who Disagreed With Policy of Remarking Prices on Replacement Value Basis—Obvious Duty of Hardwaremen is to Pass on Price Advantage to the Consumer, Say Leading Hardware Merchants

WHILE there has been little evident disagreement on the part of hardware merchants, with the policy of re-marking prices on the basis of replacement values rather than maintaining prices on the basis of cost where declines have occurred, there are no doubt many cases where this policy is not being followed. Information given elsewhere in this issue shows that after a comprehensive survey of conditions in all the provinces of Canada, the consensus of opinion of bank managers is that price-reductions are not being made as far as warranted by conditions. This is a highly important matter to the hardware trade of Canada at the present time, and the policy of re-marking prices on the basis of replacement values is being followed by many of the leading hardware merchants, but there are a certain number who disagree with this policy, some even suggesting that prices be upheld for thirty days after a decline. Concerted action was taken against this policy of passing on any price advantage to the consumer by a recent gathering of merchants in Toronto who took the stand that the retail trade has suffered sufficiently. A number of prominent hardware merchants interviewed on the subject have expressed to Hardware and Metal some interesting views as follows:—

Only One Answer

"In my humble opinion the question of what should be done at the present time in regard to hardware prices admits of but one answer, and that is to keep pace with the falling markets by adopting the lower prices just as quickly as they appear," said Thos. A. Jones, Vice-president Cowan Hardware Co., London, Ont., in discussing the matter.

"Let us look at the situation frankly and treat it in exactly the same manner as we did when the shoe was on the other foot and prices were rising far more rapidly than they are now on the down grade.

"If there were any merchants who did not follow the rising market that was their own option entirely (personally, I know of none) but they will have no option in falling in line with the new prices because if they have any opposition at all they will be forced to get in line or go out of business. What is required to-day is the creation of confidence in the buying public and the quicker this is accomplished the sooner things will adjust themselves and trade get back to normal.

"The buying public bought like fools when prices soared because money came easy to them, and just as readily was it spent. What was more common than for a customer to say, 'Why, that's twice what I paid last time, but I suppose everything has gone up; here's your money?' Then what more natural, now that the wheels of commerce are slowing down, than for the customer to look around before buying and to spend his or her lessened income to the best advantage, and the merchant who is not up to date in his prices will be the one to suffer.

"I have no hesitation in saying that practically as much money can be made this year and next if the dealer will devote careful attention to buying, watch his expenses, increase his store service and efficiency (and this can be done with no extra expense but with a little more hard labor of the brain) and advertise judiciously—above all, advertise, because the advertisements are being read to-day as they never were before.

"Personally, I have no fears for 1921, with its lower prices, because it will put us all on our mettle, and anyone with red blood in his veins certainly enjoys a good hard struggle for business, especially if his competitors are anything like the good fellows in the hardware game in London."

Duty of Hardwaremen is Obvious

Similar views are expressed by a Western hardware merchant. C. C. Falconer, Winnipeg, says: "To us the duty of every reputable hardware dealer is so obvious that either argument or discussion displays evidence of weakness. The article in Hardware and Metal of January 28th relating the experience of a merchant who failed to recognize his proper duty to his customer was in itself the real answer to this question.

"We heartily agree with W. A. Walker, who, in the same article says, 'The customers' confidence is required.' We think the customers' confidence is not only required but is absolutely necessary, not only at this time, but at all times, and the firm which betrays that confidence is not only unworthy but is at the same time committing business suicide.

"Most decidedly we say give your customers the immediate benefit of a new lower price as you receive it without regard to what your stock may be at that time, and by doing so retain confidence, encourage buying and a quicker return to normal business."

Duty of the Newspapers

"It is our policy to at once re-mark goods on which there has been a decline," said A. H. Stelck, Sutherland-Stelck Hardware Co., Dauphin, Man., to Hardware and Metal. "This is in our opinion the only fair method under the present circumstances and will do much to bring back confidence in the retailers. The talk that retailers are holding up prices is, in our opinion, unjustified, and is not according to the facts. Hundreds of retailers have sold and are selling certain lines of goods that cannot be replaced at the price.

"The buying public must realize that prices have become stabilized before business will resume its normal course. Meanwhile, if the daily press would engender a little optimism it would justify its existence at the present time."

Policy of a Maritime Merchant

J. S. Neill, of James S. Neill & Sons, Limited, Fredericton, N.B., states to Hardware and Metal that the policy of re-marking goods just as soon as the price is changed has been followed by that firm. "This, we think, is the only fair way," says Mr. Neill, "as when prices were on the upward move we did the same thing and took our profits on what goods we had on hand. We are, therefore, willing to sacrifice an equal amount, but are endeavoring to keep our buying and our stock down to the lowest point, and are simply buying from hand to mouth. This, we think, is the only sane policy to adopt, and if every hardware merchant in Canada would adopt it they would find that they would retain the confidence of the public far better than if they are trying to keep the price up."

George F. May, of May Brothers, West Toronto, is also basing selling price on the market price prevailing, regardless of cost paid or the amount of stock on hand.

Oppose Amendment re Marking Silverware

Proposed Amendment to Gold and Silver Marking Act Now Before Senate Would Compel Manufacturer to Stamp Each Article With Proportion of Gold or Silver and Fineness of Metal

As we go to press Hardware and Metal is advised that at a representative meeting of manufacturers of silverware held in Toronto late this week, a resolution was passed disapproving of the proposed amendment to the Gold and Silver Marking Act as outlined in this article. Manufacturers from both Toronto and Hamilton were in attendance at the meeting and the resolution was forwarded in the name of the Toronto manufacturers who are members of the Canadian Manufacturers Association. There are a limited number of silverware manufacturers outside of Toronto and Hamilton but these have supported the action taken and have wired or written their disapproval of the proposed amendment.

A PROPOSED amendment to the Gold and Silver Marking Act will, if adopted, be a stringent regulation upon the manufacturers of such lines, in as much as they will be compelled, in most cases, to stamp upon each article of silver or gold, as outlined herein, the fineness of the metal in the article and the proportion of metal in each. The section of the Act to which this amendment applies reads as follows:

Section 10. This section applies only to plated articles wholly or partly composed of the materials known to the trade as "rolled gold plate," "gold filled," "gold electro-plate," "rolled silver plate," "silver filled," "silver electro-plate" or of such materials of like nature as are defined and designated by regulations made by the Governor-in-Council.

2. There shall not be applied to any such article any mark other than a mark authorized by this section.

3. If any such articles has applied to it any mark it must have applied to it a trade mark registered in accordance with the Trade Mark and Design Act.

4. In addition to such trade mark there may be applied all or any of the following marks:

(a) A mark indicating truly and correctly, in accordance with the provisions of subsection 1 of this section, the designation, as known to the trade or as established by regulation aforesaid, of the material;

(b) Numerals intended to identify the article or pattern and not calculated to mislead or deceive;

(c) The name or initials of a dealer;

(Amendment). (d) A mark indicating truly and correctly the fineness of the gold and silver in the article and the proportion of each to the gross weight, at the time the article is sold or delivered by the maker.

5. The Governor-in-Council may make such regulations as he deems necessary or expedient for defining the plated articles to which this section shall apply and for designating materials of which such plated articles are composed.

Not Aimed at Silverware Manufacturers

It will be noted that the amendment applied to "rolled gold plate," "gold-filled," "gold electro-plate," "rolled silver plate," "silver-filled," "silver electro-plate." Discussing this matter with the head of a firm manufacturing such lines it was stated to Hardware and Metal that it was unlikely that the regulation was being aimed at the manufacturers of ordinary silverware, but rather at some makers of gold rings and such articles, who have been guilty of mismarking such articles.

It was pointed out by this official that practically all the lines handled in the usual silverware trade of the hardware store were electro-plated and therefore would come under the new regulation. Showing how this regulation would be a hardship on the manufacturer, it was stated that only the better grade articles were now weighed after being immersed in the silver bath. The cheaper lines are left in the bath for the usual length of time necessary to take the required coating of silver, but they are not finally weighed. The enforcement of the Act would make necessary the weighing and stamping on each article of the proportion of gold or silver to the gross weight and the fineness of the metal.

A meeting of interested manufacturers is being held in Toronto this week to discuss the matter.

W. Ryan, Dominion inspector of this department, stated to Hardware and Metal that the matter would be thoroughly discussed and it was probable that when the amendment was finally adopted it would be much different from that now outlined.

"Dick" Terrill Says Cut Out Squandermania

Industry is looking to the retailer, said J. R. Terrill, of Caverhill, Learmont & Co., Montreal, to Hardware and Metal. A buying movement by the public is desirable in order to return to prosperity. "Confidence" should be our motto. The purchasing value of our dollar is advancing every day, which will mean a decided improvement in building trades within the next few months, but let there be be no more "squandermania." A dollar saved in the expenditure of a Government department is of more value to the country than ten dollars extracted from industry by taxation. It is more of the simple, straight life we need, that and honest work will do more for Canada than all the politicians.

Bathroom Fixtures Have the Best Display Space

Pays to Keep This Line Out Where People See It Says Purdom Hardware Co., London, Ont.—Appeal to Both City and Farm Trade—Fixture Cabinet Shows Stock to Good Advantage—Some Customers Make a Collection of Certain Styles of Fixtures—Make Prices Plain.

BATHROOM fixtures have won for themselves a premier place in the display space of the Purdom Hardware Company, at London, Ont. In a big special wall stand right up at the very front of the store as one enters they make a showing that is not only striking but very attractive. This is especially so at night, when the lights in the display case are turned on and the fixtures shine forth in all their glory of white enamel and nickel plate. Many a sale can be traced directly to this attractive wall cabinet.

"We do not give bathroom fixtures the very best place in our store without a reason," said T. H. Purdom, Jr., to Hardware and Metal. "We have found that it pays and pays well to keep this line out where people can see it the very first thing when they are coming in and the last thing when they are leaving. Our display is aimed to attract attention and draw business, and it has been doing both in a way that has been most satisfactory. We aim especially to get the eye of home makers, and we find that both men and women find much of real interest in the display."

A General Appeal

Mr. Purdom says he finds that the display carries a general appeal to both country and city people, in fact, to everyone who has a home. Farmers are liberal buyers of bathroom fixtures, and in the city where thousands of dollars worth of new residences are constantly being erected there is an all year round demand for goods of this kind.

"We find," said Mr. Purdom, "that all classes of people are interested. There is, for instance, the man who is building a new house. He comes down with his wife to see about various things required for the new home and the very first thing that happens when they get inside the store is that they stop to look at the bathroom fixtures. This is a good thing in itself, especially if the clerks happen to be busy for a few minutes, as often happens. The man and his wife have found something of real interest to them, and something that will help make their new home better and give a lifetime of service. Very often we find people talking over bathroom fixtures when we get to them. Had it not been for the display case they might have forgotten all about them and it is pretty safe to say that they would not have had the same interest in them. Very often we find that the man and woman have 'sold' themselves on the line without the clerk having had to say a word.

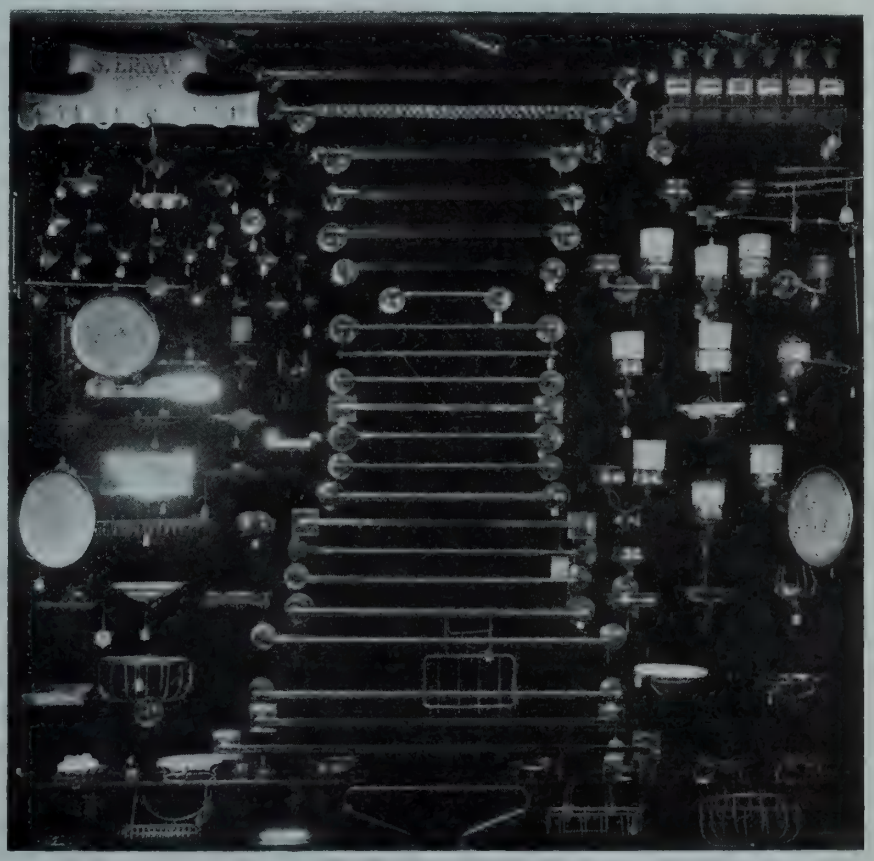
"There is another point also. We make a special feature of carrying a quality stock. It is obvious to prospective buyers at a glance that the lines on display are of unquestionable quality. Right at the start then they are unconsciously impressed with our store, our stock and the service they may expect. This may seem a small thing but it is really big when results are considered."

Valuable to the Store

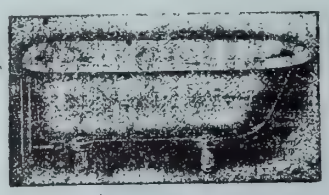
From no other standpoint than merely display Mr. Purdom considers his fixture cabinet a valuable asset to the store.

"People," he said, "like to see something when they go into a store. I am not boasting at all when I say that our display of bathroom fixtures looks well. We take pains to see that it does. The fixture was selected and placed with a particular object in view and it is accomplishing that purpose. We see to it that the enamel is kept spotless and the nickel shining. People appreciate this and it is certainly a factor in increasing sales."

Mr. Purdom says that selecting a stock of bathroom fixtures is an important matter. He has found that it does not pay to carry "cheap" goods. People, he says, are ready and willing to pay fair prices for fixtures that are worth while. They are not buying bathroom fixtures every day, and when they buy they want something that is going



This wall panel showing a wide range of bathroom fixtures is kept right at the front door of the Purdom Hardware Company store, London, Ont. The fixtures are kept well polished and whether in the day or under artificial light they present a striking appearance. The display is such as will appeal to both city and country customers. It has been found that this display is a popular centre of interest to customers looking around the store prior to purchasing.



THE MODERN BATH TUB

Our Plumbing Department is Equipped in every respect to install any kind of Plumbing in old or new buildings either in Country or Town.

Your residence fitted with modern Plumbing Fixtures add real value to the building and assists the housewife more than any one can imagine who has not previously experienced the convenience it offers.

IF YOU ARE BUILDING A NEW RESIDENCE and feel that you cannot afford the complete equipment we advise having the enclosed pipe work done at least, your job can then be finished at any time with less expense and no ripping of your floors.

We will gladly go into the matter with you at any time and furnish an estimate without charge or obligation.

THE PERRY HARDWARE CO.

The "Oldest" and "Biggest" Hardware in Southern Sask.

Bathroom Fixtures

Most people are renovating the home at this season of the year, and likely the Bathroom requires New Fixtures.

The "Snow-white Porcelain Outfits"

are the very latest productions, being enamelled on cast iron; are strong, sanitary and sensible; will stand the wear and tear of years. Very easily kept clean, and will add brightness to the Bathroom.





Towel Bars in Enamelled and Glass 18" 21" and 24" long

Soap Dishes, Toilet Paper Racks,

Robe Hooks,

Tumbler and Tooth Brush Holders, both Single and Combination, Etc.

We also display a full line of the same articles in Nickel-Plated on Brass, to suit those who wish to match existing Fixtures.

Special Line in Plate Glass Shelves

5" x 18", complete with Pair of Nickel-Plated Brackets . . . $1.50 each
5" x 24", complete with Pair of Nickel-Plated Brackets . . . 1.75 each

Everything in Hardware

Rice Lewis & Son, Limited
VICTORIA STREET

Established 1847 Phone Main 4040

Some samples of bathroom fixture advertising are shown herewith. The ad by Perry Hardware Co., Estevan, Sask., is soliciting installation work for the plumbing department, pointing out that modern plumbing fixtures add value to the building. The ad by Rice Lewis & Son, Ltd., on plumbing fixtures points out that many people are renovating their homes at this time of year and are good prospects for such fixtures. Illustrations are used and prices quoted.

to be in keeping with their home and that will give service and keep on looking attractive.

Making a Collection

"One thing we often find," said Mr. Purdom, "is that people, especially those who are in comparatively moderate circumstances, make what might be called a collection, that is they buy one fixture at a time. Quite a few women do this. Very often it will take them five or six years to get all the pieces they want, but we find that they always come back to us for what they want. Many people who are remodelling old houses and putting in a bathroom, buy a piece at a time, especially farmers."

Towel rods, soap dishes, glasses and nickel plated hooks are all large sellers Mr. Purdom says, and there is a good demand for mirrors.

In addition to the splendid store display, window displays are frequently arranged and the firm does not neglect to link up its store and window displays invariably shown, and in all advertisements the prices of the articles featured are given in large type.

They Want to Know

"Price is the first thing the buyer wants to know," said Mr. Purdom. "and we want them to know. There is no possibility of mistaking our prices. We make them very prominent and we find it pays to do so.

Mr. Purdom says that women are particularly interested in bathroom fixtures. Every woman, he says, whether she lives in the country or in the city, wants to have a nice bathroom, and takes special pride in the fixtures in it. There is a big market for this line and for the hardware merchant he says it offers excellent possibilities and profits.

Mass Production By English Manufacturers

Sheffield Cutlery Makers Open for Business at Fixed Prices and Guaranteeing Prompt Delivery—Prices Falling Considerably But Unlikely That Pre-War Cutlery Prices Will Return

FREDERIC SARA, manufacturers' agent, Calgary, Alta., has returned from a four months' business trip to England, where he spent considerable time with the leading cutlery and steel manufacturers. Discussing the situation in England with Hardware and Metal, Mr. Sara stated that the leading cutlery and steel manufacturers are going in for mass production and are installing machines to do away with much of the hand labor. Sheffield makers of cutlery are now said to be open to take all orders that come and they are also ready to take orders at fixed prices and guarantee prompt delivery. Prices, according to Mr. Sara, have been falling to a considerable extent during the past four or five months, although he is of the opinion that we will never again see pre-war prices on English cutlery.

During the past few months workmen were said to be showing a much better spirit and are now more ready to negotiate with employers and arrive at an amicable arrangement regarding wages.

Mr. Sara has taken on a number of new agencies.

While on his trip abroad he visited Belfast and Lisburn and saw many signs of the destruction caused by the riots in Ireland where conditions are very unsettled at the present time.

For the March Advertising

The first issue of Hardware and Metal each month will carry suggestions for the local advertising of retail hardware merchants for that month. Illustrations and descriptive matter will show how other merchants are developing seasonable trade. These will deal only with those lines which are particularly seasonable and will supplement the advertising suggestions shown from time to time elsewhere in the respective issues.



PREPARATIONS for early spring business are now being made and plans should be prepared for the covering of all seasonable lines well in advance. The suggestions illustrated herewith contain a number of hints of value in preparing copy for the March advertising. On the left is shown an ad. devoted to carpenters' tools. Much building is anticipated in many sections of the country and after several years of quiet business in builders' tools and hardware, the merchant should not overlook the possibilities which a resumption of building will bring in these lines. A number of tools are dealt with in this ad, illustrated, briefly described and price marked. It is by **Stanley Mills & Co., Hamilton, Ont.**

WHEEL GOODS

With the snow fast disappearing and streets and sidewalks becoming bare, sleighs are being put away and the wheel goods are being brought out. This ad by **Ingram & Davey, Ltd., St. Thomas, Ont.**, features a number of lines of wheel goods for the children, including velocipedes, baby carriages, waggons, bicycles, automobiles, hand cars, etc., etc. A number of other facilities for the amusement of the children are also shown, these including baby swings, walkers, lawn swings, roller skates, wheelbarrows, etc. Such lines will shortly be coming into use for the spring and summer months and an early start on the advertising showing the new lines being offered will do much to start this business rolling.

SPRING CLEANING

With the early approach of mild weather, the housewife's mind turns to spring housecleaning, and she should not be allowed to overlook the many facilities for lightening the labor in this work, which are to be found in the hardware store. The ad by **Northern Hardware Co., Edmonton, Alta.,** deals with wall coatings, polishes, door mats, brooms, wash boilers, kalsomine brushes, washing machines, etc. It also deals with step ladders, gardening tools, carving sets, electric lamps, etc. Each line is illustrated and described. It presents a group of articles all of which should have a strong appeal for the housewife about this time of year.

WALLPAPER

Making the point that it will soon be time to think of freshening up the rooms with a new coat of wallpaper or kalsomine, an ad by **Ross Hardware Co., Druid, Sask.**, reminds customers that the store has a good stock of wallpaper on hand for spring requirements, in many attractive patterns, with border and ceiling. "Kalsomine is easy to apply and is very sanitary. It may be had in any shade desired. Ask for color card which shows you how to decorate the interior of your home at very little expense."

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MARCH 5, 1921

IT IS difficult to believe that there is much wrong with the business fabric of a country whose total bank deposits in 1920 amounted to $1,978,763,102, being an increase of $100,000,000 over the total for the previous year. Savings also increased more rapidly than current loans in that period so that there is plenty of evidence of sure and healthy growth in Canada's resources. More work and constructive thought is all that is required.

* * *

RUMORS regarding probable tariff legislation to be announced in the forthcoming Budget of the Federal Government have it that Canadian import duties on plates will be increased from the present rate of $3 to $7 per ton. Requests for prompt delivery of outstanding orders of U. S. plate by Canadian firms is said to be based to some extent on the rumored action outlined. It will be several weeks yet however before the Federal Government gets down to a discussion of the Budget and no doubt there will be many such reports in circulation before it is finally announced.

* * *

PRICE cutting on iron and steel seems to be a popular diversion these days in the hope of increasing the volume of business. The latest to take such action are the pig iron producers of the Cleveland district of Yorkshire. A cut in prices of all Cleveland pig iron, amounting to 45 shillings a ton is said to have been made in an effort to revive the industry from its present state of stagnation. It will be interesting to note if this action brings any better results than were experienced recently by the independent mills in the U. S.

* * *

THE composite market average is a quick way to get an idea of prices. This represents the average of fourteen iron and steel products. Over a period of seven years they stand: To-day, $47.10; February 16, 1921, $48.36; January, 1921, $51.73; November, 1920, $63.75; February, 1920, $65.63; February, 1914, $23.52. If you want to know at once how things stand as compared to a year ago, there it is $47.10 as against $65.63, or a drop of $18.53.

* * *

PRICE tendencies were down this week in several steel markets. The law of supply and demand is at work and greater than that is the desire of a good many steel merchants to clear out their stock. There was more steel held in the country than was generally believed. In a rising market such as prevailed for about a year and a half, terminating six months ago, it is easy to sell, and about nine out of every ten buyers do things they wouldn't do in normal times. The liquidation of high-cost stocks is very advisable, even if accomplished at a loss.

Offensive Weapons Legislation

A THOROUGH study of the new regulations respecting the sale and ownership of firearms and other weapons should be made by every hardware merchant as a number of technical points are involved on which the customer will want information. The regulations are set forth concisely in this issue.

Among the important points it will be noted that for knives, metal knuckles, skull crackers and such weapons a permit is required only when these are carried upon the person and not when they are left in the home or other premises outlined. On the other hand, all firearms require a permit no matter where they are kept, with the one exception of shotguns now owned by British subjects. Penalties are provided for those who fail to secure permits, for those who give or lend such articles to others not possessing a permit, those who fail to keep a detailed record of a sale, those who neglect to send a copy of such record by registered mail to the issuer of the permit and those issuing permits who fail to keep a copy of permits issued for checking purposes.

It should also be noted that permits are not good beyond the jurisdiction of the official issuing, nor in any case after a period of a year from date of issue. Manufacturers and wholesalers, along with military forces, peace officers and immigration officers are exempt from the regulations. A number of rulings secured by Hardware and Metal on technical points raised by some in the trade are also outlined in the article in this issue.

As Others See Us

CANADA has 800,000 homes wired for electric power and we stand second among the nations of the world in respect to available energy through the medium of water power. What more potent argument need there be for the future development of electrical trade in this country? In addition, Canada's unique banking arrangement, consisting of eighteen chartered banks and 4,000 branches, provides a better basis for procuring loans on which to further business enterprise than prevails in many other countries. A U. S. manufacturer who recently visited Canada made the statement that the variation in interest rates on such loans was only about 1-2 per cent in Canada compared to a variation of 2 to 3 per cent. in the U. S. This is regarded as an important factor in favor of the Canadian retail merchant. This official also spoke of Canada's splendid railway system which makes possible the rapid development of rural districts and which is a direct aid in developing the country commercially. Canada's importance from an agricultural standpoint was emphasized by the statement that our agricultural products are now worth two billions of dollars annually. Canada's splendid spirit of achievement and its modest efficiency in handling even the biggest of problems were referred to as important elements in guiding the future of this country.

This comment coming from a manufacturer of the U. S. who has been investigating conditions in Canada reminds us of the poet who longed that we might have the gift of being able to see ourselves as others see us. If such a gift could be invoked it would doubtless show many of us that there is little or no reason for entertaining fear as to the commercial future of this country. Merchants should endeavor to get this point of view because it will help that spirit of confidence which will speed a return to normal trading conditions.

New Regulations re Purchase and Ownership of Firearms

Many important points concerning the procedure and liability of dealers and purchasers of firearms and other weapons are dealt with herein. This is a Federal enactment and applies to all parts of Canada.

(Clip out this page and keep it for reference)

THOSE NEEDING PERMITS

Permits on form 76 must be held by:

(1) Those who have upon their person elsewhere than in their dwelling house, shop, warehouse, counting house or premises or are carrying concealed a sheath knife, bowie knife, dagger, stiletto, metal knuckles, skull cracker, or other offensive weapon that may be concealed upon the person.

(2) Those who have in their possession any cannon, machine gun, rifle, gun, revolver, pistol, bomb or other firearm or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, without having a permit therefor, which permit may be issued in the same manner, by the same persons and as near as may be in the same form as in the case of other permits referred to in this section; provided that no British subject shall be required to obtain a permit with respect to any shotgun now owned by him.

* * *

LIABILITY

The following persons are guilty of an offence and liable on summary conviction to a penalty not exceeding $100 and costs or imprisonment for three months, or to both fine and costs and imprisonment.

(1) Those who have not secured permits as outlined above.

Giving or Lending

(2) Those who sell or without lawful excuse give or lend any such offensive weapon, firearm, air gun, device or contrivance to anyone not holding a permit.

Dealers' Record

(3) Those who in case of a sale neglect to keep a record of such sale, the date thereof, name of purchaser, such sufficient description of the weapon, firearm, air gun, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit.

Duplicate of Record to Issuer of Permit

(4) Those who in case of sale neglect to send a duplicate of such record by registered mail to the person who issued such permit or neglects to endorse upon such permit the date and place of sale, the said description of the weapon, firearm, air gun, device or contrivance and the name of the vendor.

Neglect to Keep Duplicate of Permit

(5) Those who being authorized to issue a permit issue them without keeping a duplicate thereof as a record, or having issued a permit fails to keep any record received by him of sales of weapons, firearms, air guns, devices or contrivances to the holder thereof.

Aliens

(6) Those who being aliens have in their possession any weapon, air gun, device or contrivance aforesaid without having a permit therefor, which permit may be issued in same manner, by the same person and as near as may be in the same form as in the case of other permits referred to in this section.

(7) Those who issue a permit without lawful authority.

* * *

SECURING PERMITS

Permits may be secured from the officials named, on personal application or application by letter, such letter stating the type, calibre or other description of the weapon to be purchased.

Charges for Permits

A fee of $1 is being charged by some officials for the issuance of a permit, though no charge is being made in other cases. This is left to the jurisdiction of the official issuing permit. No fee is prescribed in the Act.

THOSE AUTHORIZED TO ISSUE PERMITS

Upon sufficient cause being shown, any officer of the Royal Canadian Mounted Police or commissioner of Dominion police or superintendent of provincial police or stipendiary or district magistrate or police magistrate or acting police magistrate or sheriff or chief constable of any city, incorporated town or district, municipality, or any person authorized under the law of any province to issue licenses or permits to carry firearms, may grant any applicant therefor, as to whose discretion and good character he is satisfied, a permit in Form 76, for such period not exceeding twelve months as he deems fit, but such permit shall not be good or have any force or effect beyond the limits within which the person granting the same has jurisdiction or has power to exercise and perform the duties of his office.

* * *

EXEMPTIONS FROM THE REGULATIONS

Manufacturers and Wholesalers Exempt

Nothing in this section shall apply to the having upon his person or the carrying by any member of His Majesty's Naval, Military or Militia Forces, or by any peace officer or immigration officer of any weapons, devices or contrivances which he is by law permitted or authorized so to have or carry, or to any bonafide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bonafide dealing in such articles and having an established and fixed place of business.

* * *

POLICE AUTHORITY TO SEARCH

Every peace officer may search any person whom he has reason to believe and does believe has upon his person any weapon, firearm, air gun, device or contrivance contrary to the provisions of this section, and may seize any weapon, firearm, air gun, device or contrivance illegally in the possession of any person without a permit. Any such weapon, firearm, air gun, device or contrivance had or carried in violation of this section shall be forfeited to the Crown to be disposed of as the Attorney-General of the province in which such forfeiture takes place may direct.

* * *

SELLING FIREARMS TO MINORS

Every one is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars who sells any firearms or gives or sells any pistol or air gun, or any ammunition therefor, to a minor under the age of sixteen years unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift and that he had good reason to believe that such minor was not under the age of sixteen years.

* * *

RULINGS ON TECHNICAL POINTS

1—Permits required for war trophies if coming under the headings outlined.

2—Defective weapons require a permit.

3—Hand grenades are classed as bombs and require a permit.

4—Rifle and bayonet attached—No reference is made in the Act to bayonets.

5—Ownership before coming into effect of the Act in October last does not exempt a person from obligation of getting a permit unless in the case of shotguns owned by British subjects.

6—Permits not restricted to British subjects, but aliens will have difficulty getting them.

7—Weapons not allowed in lumber camps, as this would be breach of fish and game laws.

News of Western Canada

Doings of Winnipeg Paint Club

Rapid Growth in Nine Years—Suggest Means Of Putting on Paint-Up Campaigns

REPRESENTATIVES of sixteen manufacturing and jobbing paint and varnish houses have formed what is known as "The Winnipeg Paint Club." The officers originally selected were Edward Barry, president; William Osborne, vice-president; E. L. Sauder, secretary-treasurer.

Since the first meeting nine years ago, the Winnipeg Paint Club has steadily grown in size and today the association has thirty members representing twenty-four wholesale paint and varnish houses. The officers for 1921 elected at the recent annual meeting are as follows: A. J. Webb, president; J. Leonard Paul, vice-president; Ira T. Peacock, secretary-treasurer.

The objects of the Winnipeg Paint Club are to further the use of paint and varnish and to promote harmony and good-will amongst the paint manufacturer, jobbers, wholesaler and dealer.

Early in 1920, the Winnipeg Paint Club was seized with the importance of the work done by the "Save the Surface" association and it was decided to link up with this association in order that the people in the prairie provinces would have the idea brought home to them more forcibly.

Relief for Unemployed Painters

The Winnipeg Paint Club has just completed an advertising campaign in Winnipeg to relieve unemployed painters and the Master Painters of Winnipeg were unanimous in saying that the campaign had done them a great deal of good as hundreds of local house owners were now having interior work done who formerly waited until May or June. Furthermore, better work can be done by the master painters where decorating is spread more or less evenly over the entire season.

In the forthcoming Home Building Exhibition, the Winnipeg Paint Club have rented a booth and it will be clearly demonstrated by samples of painted and unpainted wood and other material, that painting is not only a beautifier but a real necessity.

About the middle of May, in each year, the Winnipeg Paint Club brings home to the people of the West the lesson of "Paint up—clean up and keep it up" by poster display and newspaper advertising. Every dealer who handles paint and varnish, wall paper, glass, garden tools, flower seeds, etc., should interest himself in seeing that a "Paint up and Clean up" campaign is put on in his own locality. The Winnipeg Paint Club, through its secretary, Ira T. Peacock, P.O. Box 2882, Winnipeg, will be pleased to suggest to any dealer interested the best means of putting on a campaign of this nature.

Addresses before a recent meeting of the club will be found in the Paint Section of this issue.

Says Outlook in West is Good

Montreal.—E. J. Johonnot, director of sales, Dominion Cartridge Co., Ltd., Montreal, has returned from a business trip through the Western provinces. Mr. Johonnot states the outlook for the coming year is very bright, improving very much in the last month or so, and people generally are very optimistic. The hardware trade shows good prospects, more so among the jobbers. Retailers have experienced some difficulty in their collections, farmers perhaps not receiving as much for their crops this year as other seasons. However, the money is in the West and benefit will be derived from it.

Hamilton Gas Mantle Co. Appoint Western Agents

Winnipeg.—H. W. Glassco & Co., of this city, has been appointed representative for Manitoba and the Western Provinces for the Hamilton Gas Mantle Co., Hamilton, Ont.

Western Notes

Winnipeg.—Stamble Hardware, Elmwood, suffered loss in a recent fire.

* * *

Arthur Latham, hardware merchant of Moose Jaw, Sask., was a visitor in Winnipeg.

* * *

Perry McDermott, hardware merchant at Rocky Mountain House, is dead at the age of 45. Before going to Rocky Mountain House he carried on business at Bowden. His widow and three sons are living at Edmonton South.

Scoffield & Turner have succeed Scoffield & Son in the hardware business at Vilna, Alberta.

* * *

A. E. Royce has succeeded F. L. McLeod, in the hardware business at Bowsman River, Manitoba.

* * *

Fincham & Pyne, hardware merchants at St. James, Manitoba, have dsisolved partnership, V. A. Fincham continuing the business.

* * *

The Vanguard Hardware Co., of Vanguard, Sask., have dissolved partnership, J. W. Anderson continuing the business.

* * *

J. H. Ashdown, president of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, accompanied by his wife and daughter, is on a pleasure trip to the United States.

* * *

A. E. Dykes, manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, has taken a trip south for his health, and is expected to be away for three or four weeks.

* * *

William Barker, of the A. S. Smith Hardware Co., Moosomin, Sask., was a visitor to Winnipeg.

* * *

Frank Bridge, hardware merchant of Carman, Man., was in Winnipeg on business.

* * *

Winnipeg.—D. B. Jones, president and manager of the Moose Mountain Lumber and Hardware Company, is dead, after a brief illness, from pneumonia.

* * *

Regina.—Suspicions of foul play in connection with the sudden death of Thomas A. Fraser, hardware merchant of Outlook, who was found dead at his home, have resulted in sending the stomach of deceased to Dr. Charlton, provincial bacteriologist, for analysis.

* * *

Kamsack, Sask.—A. D. McArthur, who has recently severed his connection with Bay's Hardware, has gone to Winnipeg, where he has accepted a position with the Canada Motor Co. Mr. McArthur went to Kamsack in March, 1914, to manage the hardware business of the late J. G. Hallson, and subsequently took over the management of the same business when Mr. Bay bought it.



Gaily decorated with flags and bunting, the Board of Trade building at Winnipeg presented a gala appearance for the initial holding of the Western Canada Automotive Equipment Show. Equipment to the value of $185,000 is said to be on view in this picture. Many hardware merchants were in attendance and the exhibitors were highly pleased with the advantages secured from participation in the show. Some useful ideas for displaying small accessories can be taken from these exhibits.

Boosting Automobile Accessory Business

Ten Thousand People Daily Visit Initial Holding of Western Canada Automotive Equipment Show in Winnipeg—$185,000 Worth of Equipment on Exhibition—Hardware Merchants From Winnipeg and District in Attendance

WINNIPEG,—Much success attended the initial holding of the Western Canada Automotive Equipment Show, as recently concluded in this city, and it was the opinion of retail hardware merchants and others handling automobile accessories that much educational work of value was achieved by the show. Expressions of opinion from several foremost United States manufacturers of accessories who visited the show were that from an artistic standpoint, booth construction and displaying of small lines, nothing equaling the exhibition had been seen.

The show opened every morning at 10 a.m., remaining open until 10 p.m., and lasted for a week. During that time large crowds of people and many retailers from the city and surrounding district visited the exhibits and took great interest in examining the latest equipment. Wood-Vallance, Ltd., wholesale hardware firm, had a very attractive booth, with a visible gasoline pump installed. The operation of this pump created much interest to both dealer and consumer. There were seventy-two exhibitors. A splendid orchestra, playing from 2 to 5 in the afternoon and from 8 to 10 in the evenings, helped the social spirit of the occasion.

Wholesale Hardware Firms Take Space

Each of the Winnipeg wholesale hardware firms had space at the show, and in most cases the traveling staffs were kept in Winnipeg for the occasion to deal with visiting merchants.

Manufacturers and jobbers of automotive equipment from all parts of Canada and the United States were represented in exhibits of all the standard lines of equipment. The total value of the exhibits was estimated at over $185,000. Oils and greases of all varieties, spark plugs, shock absorbers, batteries, tires, chains, radiators and many other accessories were to be seen, all arranged in pleasing manner. The hall itself was well decorated with flags and bunting, and each individual booth was given special attention.

Large Attendance

More than ten thousand persons visited the show on the opening day and similar attendance was on hand each day throughout the show. Bonspiel visitors from the surrounding district were prominent among those in attendance. Exhibitors all reported good results in the way of establishing connections with present customers and making new connections. Sales were quite numerous. The exhibition was officially opened by the Lieutenant-Governor, Sir James A. M. Aikins, who declared that he had not thought it possible that such a show could ever be put on.

Plans for a show on an even larger scale are already being planned for next year.

Exhibitors included the following: The Manley Manufacturing Co., A. H. Fraser & Co., Russell R. Sutherland, Motor Products Ltd., S. C. Johnson & Son, Ltd., Richardson-Green Ltd., Canadian Fairbanks-Morse Co., Ltd., Mutual Oils Consolidated Ltd. of Canada, Acme Magneto and Electrical Co., Ltd., Canadian Oil Companies Ltd., Jos. St. Mars, Oak Tire and Rubber Co., Ltd., Prescott W. Robinson Sales Co., Ltd., S. F. Bowser & Co., Ltd., British American Oil Co., Ltd.. Northern Electric Co., Ltd., Tuthill Spring Co., Imperial Oil Limited,

Continued on page 66

Events in the Trade

Western Ontario News

Port Stanley, Ont. — R. H. Miller, hardware, has been succeeded by J. H. Burke.

* * *

Alexandria, Ont.—Courville & Chenier, hardware, have dissolved partnership. A. Chenier continues.

Obituary

Toronto.—John Keys of Keys & Co., hardware, is dead.

* * *

Toronto. — Edward Lawrence, hardware merchant, is dead.

Personal

Montreal.—G. L. Cohoon, Canadian representative, Thos. Ellin Co., Ltd., Sheffield, England, is leaving this week, via St. Johns on a trip to the Old Country to visit his principals.

* * *

Montreal.—W. L. Helliwell, manager, Gurney-Massey Co., Ltd., left this week on a business trip through the Maritime Provinces. Mr. Helliwell will be away from his Montreal office about ten days.

* * *

Montreal.—Visitors calling on the Montreal wholesale hardware firms this week are: C. J. White, of Samuel Winslow Skate Mfg. Co., Worcester, Mass.; W. Waghorn, Nicholson File Co.; F. B. Pierson, Otto Bernz Co., Newark, N.J.; R. H. Skillman, Minnesota Mining & Mfg. Co.

Passing of Adam Stewart

Woodstock, Ont.—Adam A. Stewart, one of Woodstock's most prominent citizens, is dead, following a brief illness from pneumonia. Mr. Stewart was seventy-two years of age. He was born in Hamilton, a son of the late James Stewart, the founder of the Stewart Stove Manufacturing Company, which moved here from Hamilton twenty-eight years ago. Mr. Stewart himself came here in 1892. At that time he was secretary of the company, and later in 1900 he was made president of the company, which position he held until 1907, when he retired on account of ill-health. Prior to coming here Mr. Stewart was secretary to Sir John Kennedy, formerly chief engineer of the Great Western Railroad. He was also actively identified with the Stove Founders' Association, of which he was at one time president.

Eastern Manager Morrow Screw & Nut Co.

Montreal.—The John Morrow Screw & Nut Co. have opened their own warehouse and office in Montreal at 489 St. Paul Street West. F. J. McCarty, A.S.M.E., appointed in charge of the Montreal office, has come up through the mechanical end of the business. Mr. McCarty graduated from the Springfield Technical School in 1904 and then went into practical work in the tool room of the National Needle Co., Springfield.



F. J. McCARTY

Appointed Eastern representative and manager of the Montreal office of the John Morrow Screw & Nut Company, Ingersoll, Ont.

He was subsequently in the experimental and automatic department of the Singer Mfg. Co. Later he was promoted to the designing of new tools and machinery. Then with the Standard Oil Co. as chief draftsman and designer. Mr. McCarty's first acquaintance with Canada was on the sales force of the Standard Oil Co. In 1910 he joined the Tait-Jones Co., Pittsburg, but still worked the Canadian field. In 1915 he went with the Rudel-Belnap firm at Montreal, specializing on machinery, special equipment and drills, and he is now eastern representative of the John Morrow Co.

Montreal Hardware Merchants Elect Officers

Montreal.—The election of officers for the coming year will take place at the next meeting of the Montreal Retail Hardware Dealers' Association, which will be held on Wednesday evening, March 9th.

WESTERN ONTARIO NEWS

Charles E. Boyd, who has been in the hardware business at Simcoe, Ont., for twenty-three years, has disposed of his premises to W. H. Davison, of Clinton, Ontario.

* * *

Press reports sent out from St. Thomas, Ont., stating that the Spramotor Co. of London intended locating there were officially denied to Hardware and Metal by Sales Manager W. N. Holt.

* * *

Frank Perkins, former advertising manager of the Orton Motor Car Co., Petrolea, has joined the sales staff of the Imperial Oil Co. and is now located in Toronto.

* * *

At the organization of the Amherstburg Baseball Club on Monday, Roy Taylor was elected president and G. H. Jones, secretary and business manager.

* * *

H. L. Martinson, hardware merchant at Cottam, Ont., has been selected as one of the arbitrators on a board appointed to make a decision in an important claim for damages at Essex, Ont.

* * *

George and Harold Tompkins, of the Willard Hardware, at Chatham, have purchased the tinsmithing and stove and furnace repair business of Ray Ellis, at Wallaceburg, and are moving there this week.

* * *

R. J. Muldrew was a recent visitor with relatives at Seaforth and has returned to Brockville.

* * *

Leslie Smith, hardware merchant, at Hagersville, Ont., has returned after spending several days in Hamilton on business.

* * *

The Gove Motor Car Co. of Tilbury, Ont., is preparing plans for a new $50,000 plant to be erected this spring.

Changes on Staff of Perfection Stove Co.

M. J. O'Neil, Toronto, who formerly represented the Detroit Vapor Red Star Oil Stove in Canada, is now representative in Toronto for the Perfection Stove Company, Sarnia, Ont. E. L. MacFarland, who was in Toronto during December, January and February, has been promoted to the position of assistant district manager in charge of the Western district, with headquarters at Winnipeg.

Hamilton Stove & Heater Co. Appoints General Sales Manager

Hamilton,—The Hamilton Stove and Heater Co. has recently reorganized its sales department and F. C. Moore, who has been connected with the company for a number of years, has received the appointment of general sales manager, with headquarters in Hamilton. Mr. Moore has had extensive dealings with the hardware trade throughout the country. His early life was spent in Western Ontario. He commenced in the hardware business and served his apprenticeship fifteen years ago with



F. C. MOORE

for the past two years Western manager for Hamilton Stove and Heater Co., who has been appointed general sales manager of the Company, with head office in Hamilton, Ont.

Westman Bros., at Chatham, which is now conducted under the name of Willard Bros. Mr. Moore specialized from the beginning in the stove and furnace end of the business, and acquired a vast knowledge of these lines. Subsequently he heard the call of the West and eleven years ago journeyed to Winnipeg and joined the sales force of the stove department of the Winnipeg Street Railway. He later joined the staff of the Hamilton Stove and Heater Co., whom he represented on the road for eight years, and for the past two years has been located at Winnipeg in the capacity of western manager.

Move to Larger Premises

Montreal.—The Renaud Motor Supply Co., requiring larger premises and desiring to be in a more central location, have moved from their former address, 326 St. Catherine St. E., and are now occupying a four story building at 225 Craig St. West.

Manufacturers Pay Visit to Chatham

Chatham.—A delegation of the Canadian Manufacturers Association visited this city this week. A luncheon was tendered the visitors at the Chamber of Commerce, after which a tour of the city was made. At the luncheon addresses were given by J. R. Shaw, Woodstock, second vice-president C.M.A.; J. F. MacKay, Ingersoll File Co., Ingersoll; T. F. Monypenny, Imperial Varnish and Color Co., Toronto; H. Macdonald, legal secretary of the C.M.A.; Mayor F. H. Brisco; G. W. Wands, president of the Chatham Chamber of Commerce; Ald. W. M. Gray, gentral manager Gray Dort Motors; J. B. Kennedy; N. H. Stevens, president Canada Flour Mills, and F. Biette, first vice-president Chamber of Commerce.

Successful Dollar Day in Paris

The merchants of Paris, Ont., have put on a number of most successful "Dollar Day" sales but that held the end of last week was by far the most extensive and ambitious effort they have yet made. As in former years it was well advertised; a whole page in the Brantford daily was taken in addition to the space in the home paper. This was made possible by the close co-operation of the merchants and the results more than justified the outlay. The whole countryside was in Paris to take advantage of the sale and the turnover was said to be the largest of any single day's business in the history of the town. The merchants backed their advertising by splendid store and window displays, and free use was made of special green pennants. Among the hardware men taking part in the big sale were D. Sinclair and H. W. Wilson.

To Investigate European Markets

Montreal.—Hugh Kearns, managing director B. & S. H. Thompson Co., Ltd., sailed on March 3rd for Germany and other European points. The above firm, previous to the war, imported from the German market steel, metal sheets, heavy chemicals, etc., but through public sentiment this has ceased in later years. However, German materials are now on the market again, through the channels of other markets, and a thorough investigation will be made by Mr. Kearns while he is in Europe. He expects to be away from his Montreal office about two months.

Death of C. E. Duncan

Sault Ste. Marie, Ont.—C. E. Duncan, general superintendent of the Algoma Steel Corporation, died here following an operation for appendicitis. He had been ill only a few days. Mr. Duncan was forty-eight years of age and was born in Chattanooga, Tenn. He learned the steel business in the Homestead works of the Carnegie Steel Corporation, where he mastered every branch of the trade.

St. John Hardware Clerks Help to Bring About Daylight Saving

St. John, N.B.—What really amounted to a contest between the St. John Hardware Clerks' Association and the Trades and Labor Council over the question of daylight saving was recently staged here and won by the hardware clerks. The result is that daylight saving will be effective here on May 21. Owing to opposit on the City Council decided that the only settlement of the question would be by a plebiscite. The majority of the citizens did not seem to care which

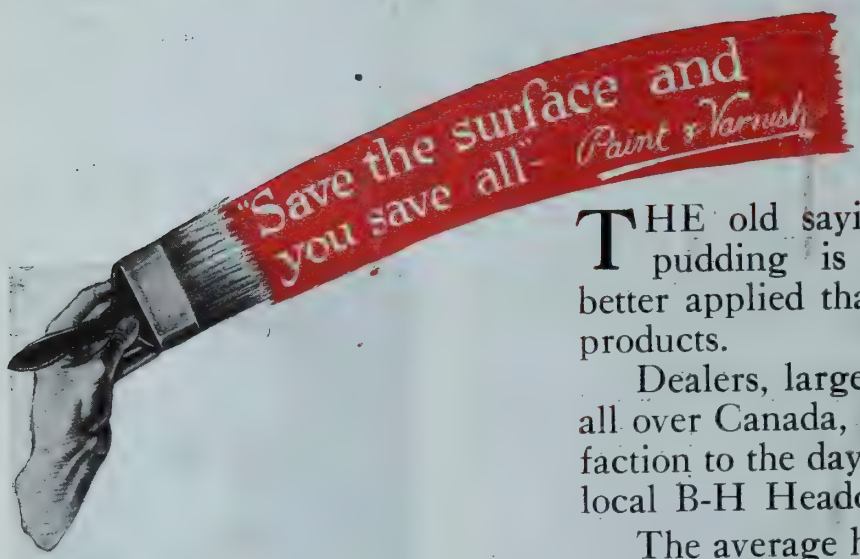


GEORGE CAVERHILL

head of the wholesale hardware firm of Caverhill, Learmont & Co., Montreal, who has been elected a director of the Bell Telephone Company of Canada. Mr. Caverhill was one of the group of Dominion Steel directors who left the board at the last annual meeting when the new interests elected their own slate.

way the issue went, so the clerks got busy with committees to secure every vote in favor of the issue. A campaign fund was raised with liberal donations from hardware and other merchants and the entire city was circularized. Marked ballots were printed for the voters and arrangements were made that all clerks who were returned soldiers be given a vote. On the day of voting a central information bureau was opened by the clerks and automobiles to help bring out the voters. A representative of the clerks was stationed at every booth. The issue carried by a vote of 2 to 1 in spite of the fact that labor had largely advertised the statement that over 85 per cent. of the citizens were opposed to the new time. Much co-operation with the clerks was extended by the local press. Efforts have been made by the Trades and Labor Council to secure the affiliation of the clerks' association, but the latter have decided to stand alone.

B-H Quality—the best



THE old saying that "the proof of the pudding is in the eating" was never better applied than to the quality of B-H products.

Dealers, large and small, old and young, all over Canada, have looked back with satisfaction to the day that first saw their store the local B-H Headquarters.

The average hardware man handles many lines yielding a varying scale of profits—but those who are best fitted to judge, admit that the B-H Agency Proposition is the best thing that ever came to town.

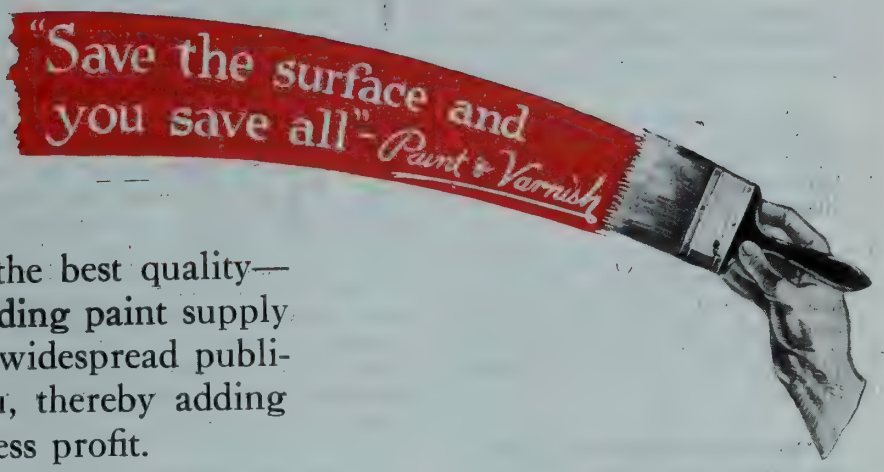
BRANDRAM-

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY



If interested tear out this page and place with letters to be answered.

that ever came to Town



BECAUSE

We manufacture only the best quality—we make your store the leading paint supply in your town—we, by our widespread publicity, sell the paint for you, thereby adding considerably to your business profit.

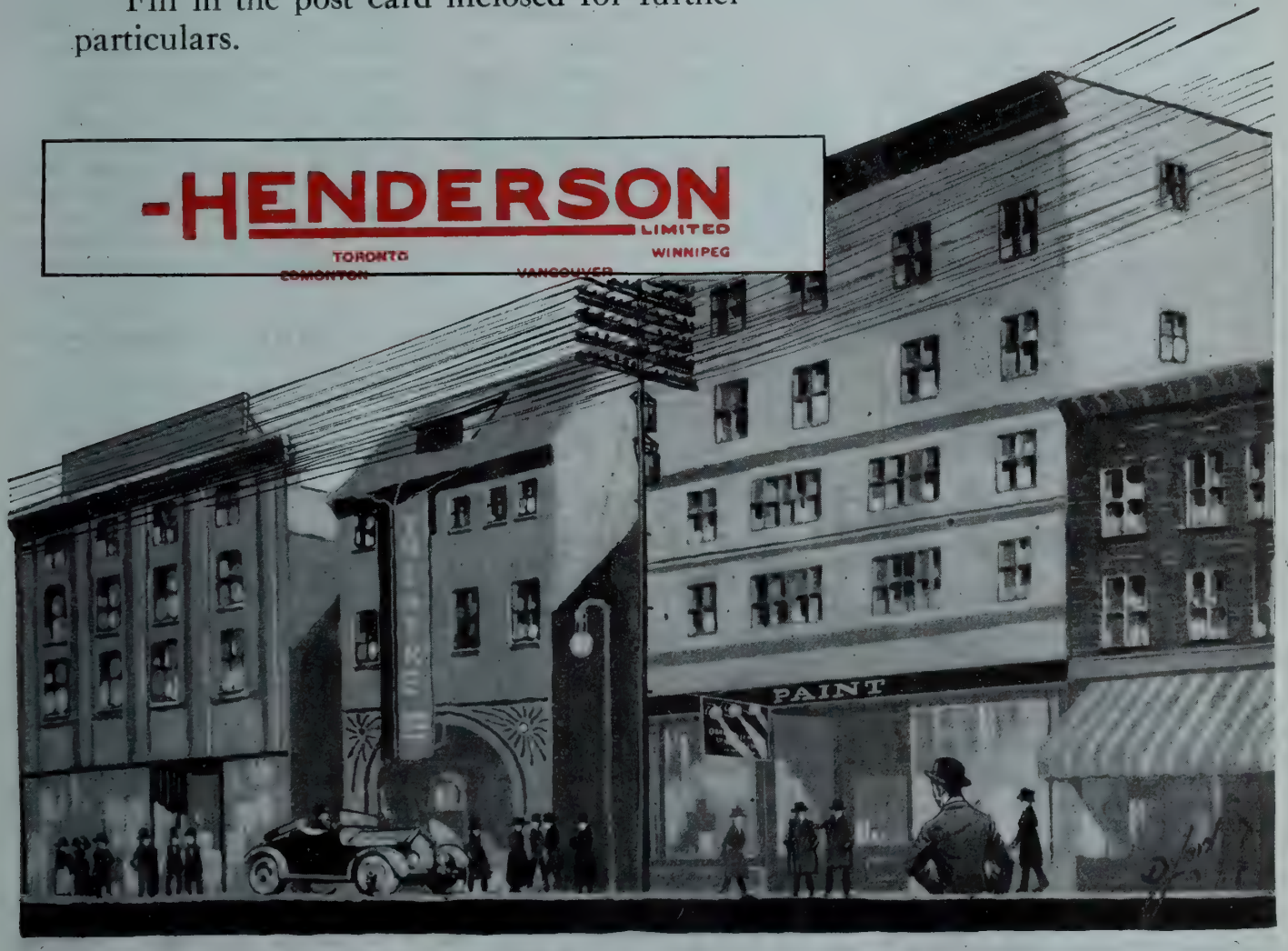
Does this look good to you?

Fill in the post card inclosed for further particulars.

-HENDERSON LIMITED

TORONTO WINNIPEG

EDMONTON VANCOUVER



If interested tear out this page and place with letters to be answered.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of March 9th, 1901:

* * *

"Gurney Foundry Co., Ltd., will again act this summer as agents for 'Quick Meal' wickless oil and gasoline stoves manufactured by The Ringen Stove Co., St. Louis."

* * *

"R. E. Bingham, of Stayner, was in Toronto this week. Mr. Bingham was head of the firm of Bingham & Co., who recently sold out to J. E. Doner. Since then Mr. Doner has amalgamated with T. W. Gibson."

* * *

"The Arcade File Works, Anderson, Indiana, have been sold to the Nicholson File Works, Providence, R.I."

* * *

"H. G. McNaughton, Guelph, formerly representative of the Doherty Mfg. Co., Sarnia, Ont., is again on the road in the capacity of representative of Gurney Foundry Co., travelling in Western Ontario, the territory recently covered by W. H. Smith.

* * *

"The Ingersoll Metallic Mfg. Co., Ingersoll, Ont., have been incorporated with $20,000 capital stock."

* * *

"R. Chestnut & Sons, Fredericton, N.B., have adopted the co-operative principle. Each man employed at the factory will be given his weekly wages as in the past, the proprietors will take a stated percentage as interest on capital invested. At the end of the year whatever profits remain will be divided among proprietors and workmen."

* * *

"Lewis Bros. & Co., Montreal, have just issued Catalog and Price List No. 27 for 1901."

* * *

"In forming a Retail Hardware and Paint Dealers' Association, the Montreal hardware merchants have wrought much good to themselves."

* * *

"The Carnegie - Morgan combination, whose ambitious undertaking and enormous capitalization are causing those interested in the iron and steel industry of two hemispheres to look on with astonishment have filed a certificate of incorporation in Trenton, N.J. The name of the combination is The United States Steel Corporation and its capital stock is $1,110,000,000, a sum that transcends all other incorporated companies in existence."

Meeting of London Hardware Merchants

New Price List For All Members—President T. Jones and Secretary T. H. Purdom Re-elected—The Business Outlook

LONDON, Ont.—One of the busiest, and at the same time, most interesting and profitable evenings the members of the London Retail Hardware Association have spent in a long time followed the closing up of local hardware stores on Tuesday at six o'clock. Every member "made tracks" for a local cafe. The annual banquet this year was purely and simply a get-together informal affair and it had all the advantages that gatherings of this kind have. As soon as luncheon was over the hardware men got busy and conducted a complete revision of prices. As a result every member of the association will have a new list that will provide a working basis by which quotations are stabilized.

It was the unanimous opinion that meetings similar to that held on Tuesday should be held oftener, and it was decided to get together and talk over business and other matters on the first Monday evening of every month.

Plans for Outing

The question of the annual outing of the Hardware Association at Port Stanley was talked over and every effort will be made to make this year's picnic bigger and better than ever.

Last but not least on the list of the evening's business came the matter of electing officers for the year. Thomas Jones, of the Cowan Hardware, and Thomas H. Purdom, of the Purdom Hardware, who have been president and secretary for some years, thought that it was time they had a rest. The members, however, thought otherwise. It was pointed out by any number of hardware merchants, and pointed out forcibly and emphatically, that President Jones and Secretary Purdom had done excellent work. The splendid success of the association and of the picnics was due, it was stated, in no small measure to their efforts. President Jones and Secretary Purdom are again the active directing forces in the association, and they were assured of the heartiest co-operation of every hardware man.

A noticeable feature of the discussion during the evening was the splendid spirit of optimism shown regarding the outlook for business. The members stated that in spite of a most unusual season, that has prevented the sale of merchandise usually in demand during the cold weather, they had found trade excellent. They had no complaints to make, they said, and were looking forward to a nice volume of business throughout the year. The membership of the association now includes, in addition to the hardware merchants of the city of London, several in nearby towns. These merchants co-operate in every way with the city merchants and the arrangement is working out most satisfactorily.

English Canada Plate Coming Forward

Manufacturers in Wales Have Made Offer to Canadian Importers. Scant Appearance of These Sheets Since 1914

RETAIL hardware dealers generally, especially those operating a tinshop, will be interested in the announcement that Canada plate from England and Wales is again available, and will be on the market for this season's requirements.

Accompanying this announcement it is also stated that the present price is reasonable and much below present quotations. This reasonable quotation, however, is confined to the half bright at present, the polished plate still remaining at a high figure. This might be expected, but the active season is not yet close at hand and there is plenty of time for an improvement in the better grade.

There has been little sign of the overseas sheets since the first year of the war, when importation ceased; stocks at that time were reasonably heavy in the hands of importers and jobbers, but these stocks were soon depleted and in the fall of 1915 other sources of supply had to be looked to. Dealers were asking in vain for English sheets, only to be informed that they were not to be had. The United States manufacturers then became the exporters to the Canadian market, and were able to meet the demand fairly well until a year ago, when the shortage became very evident, dealers being unable to locate sheets at any price.

Buyers are not placing their orders for imports as yet, but rather are investigating the situation from the different fields and when the time comes to place their orders it is felt that the market will then probably show an improvement in prices. That stocks will be found light is manifest, and it is thought by some that considerable business will be done again in the English market on Canada plate.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

SOME important price changes have been made this week on hardware lines, and the outstanding features are new lower prices on steel pipe and reductions on clothes wringers and washing machines.

Wood screws, both steel and brass, are also reduced in price. Other declines are made in prices of files and rasps, some lines of builders' hardware, including plated lock sets and butt hinges, floor and spring hinges, knife handled wrenches, shears and snips, and wrought iron washers. Prices of pipe fittings have been further revised and show some lower prices. Lead traps and bends are quoted at a lower level. The lighter gauges of corrugated sheets are reduced in price, and lower quotations are made on English standard galvanized sheets. Boiler tube prices are slightly lower and some small declines are made on bar iron and steel. Turpentine and linseed oil are being quoted at a little lower level, although the primary markets on these products are a trifle firmer. Ingot metals remain dull and further recessions are made in prices, lead having declined on all markets. In the primary iron and steel markets there is no increase of activity reported and further price cutting is reported on the part of the independent steel mills in the United States. The lower quotations are largely on black and galvanized sheets, less on plates and shapes and bars, and little or none on steel pipe and tin plate. Wholesalers report a slight increase in business and a little more activity in spring and summer lines although orders are smaller in size than usual at this season.

Montreal Markets

MONTREAL, March 3.—Lower levels are again reached on many important lines, in the hardware trade this week. The feature change might be stated as being on washing machines and wringers. These are now quoted at 25 per cent. off list. On smaller shelf goods, wrought iron washers are again reduced; a decline of 10 per cent. on the different grades of Nicholson files is also noted. Wood screws now have new discounts from list prices and are lowered from 2 to 4 per cent. Plated lock sets, hinges, etc., are now about 10 per cent. lower than former prices. Coe's wrenches, Wiss snips and shears also show a decline. On heavier goods, boiler tubes are from 5 to 10 per cent. lower, and both English and American galvanized sheets are 50 cents per 100 pounds down on all gauges. Other lines such as lead products, bar iron and steel, corrugated sheets, rope, coal oil, gasoline, and the different wares are unchanged in prices. Business shows a decided improvement this week over the previous quiet weeks.

Wrought Washers 45% Off

Montreal.

Wrought iron washers are again reduced in price this week, and are now quoted at 45 per cent. off list. Only last week these were shown at a reduction.

Some Files Reduced

Montreal.

A reduction of 10 per cent. is made on Globe, Great Western, American, Kearney & Foot and Arcade files and rasps. At time of going to press the new discounts were not available, but reductions as stated above are noted.

Sink Bolts Now 62½ Off

Montreal.

A reduction has been made on sink bolts, and they are now quoted at 62½ per cent. off list prices.

Washing Machines Lower

Montreal.

A new discount is now quoted on washing machines of different styles and makes, and are now quoted at 25 per cent. off list instead of 20 per cent. as formerly. List prices on the different lines will be found on current market pages.

Wringers Also Show Decline

Montreal.

Wringers of the different makes are now quoted at 25 per cent. off list, former quotations being 20 per cent. off list prices. Lists are shown on current market pages.

Reduction in Wood Screws

Montreal.

New lower discounts are given on wood screws, affecting bright, brass and bronze. Brass and bronze screws show a bigger reduction than bright, by about 2 per cent. Flat head bright are now 72½ per cent. off list, formerly being 70 per cent. off. Following are present quotations on all lines:

Wood Screws, F.H., bright	72½%
Do., R.H., bright	70%
Do., O.H., bright	70%
Do., F.H., brass	60%
Do., R.H., brass	57½%
Do., O.H., brass	57½%
Do., F.H., bronze	55%
Do., R.H., bronze	52½%
Do., O.H., bronze	52½%

Decline in Builders' Hardware

Montreal.

A 10 per cent. reduction is made on different lines of steel goods in builders' hardware, including plated lock sets, etc. Brass and bronze sets are reduced approximately 5 per cent.

Floor and Spring Hinges Down

Montreal.

Along with other lines of plated hardware, floor and spring hinges are now 10 per cent. lower than former quotations.

Coe's Wrenches at List Prices

Montreal.

Coe's knife handled wrenches are now priced at list prices, former quotations being list plus 10 per cent.

Snips and Shears Down

Montreal.

Snips and shears of genuine Wiss make are reduced this week, showing a decline of about 12½ per cent.

Compression Goods Unchanged

Montreal.

There have been no price changes made on the different lines of compression goods. Sales are better, however, than

during the past quiet weeks, and some lines are moving quite freely. Quotations are as follows:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller, No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, standard	34%
Roundway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Radiator valves, standard	23%
Do., removable disc	38%
Globe, angle and check valves, standard	5%
Gate or straightway	Net
Jenkins globe	10%
Jenkins gate valves	10/7%

A Reduction in Boiler Tubes

Montreal.

A reduction has been made on the different sizes of boiler tubes, ranging from 5 per cent. to 10 per cent., some sizes showing a greater decline than others. Business is reported a little brisker this week, the demand increasing very satisfactorily for this season of the year. Following are present quotations:

BOILER TUBES —	Seamless	Lapweld
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	27 00
2 inch	29 25	25 50
2¼ inch	33 00	28 50
2½ inch	44 75	31 50
3 inch	49 25	40 00
3½ inch	63 50	43 50
4 inch	85 00	55 50

Lead Products Hold

Montreal.

Prices on all lines of lead products remain unchanged, with present quotations below. The demand continues light on these goods, but a slight improvement over former weeks.

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Decline in Galvanized Sheets

Montreal.

Galvanized sheets of both English and American standard are reduced 50 cents per 100 pounds. As stated in Hardware and Metal recently, prices on sheets were controlled by stocks in the hands of importers and jobbers to a great extent. However, lower quotations are now given abroad on English sheets. Stocks are still quite adequate to meet early spring business, and with new stocks coming in slightly lower prices than those now quoted may be given. Following are the present quotations:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20
Sheets 36 in. wide, 10c per 100 lbs. extra.	

GALVANZED SHEETS—

U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 gauge	9 60	9 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Waste Materials Quiet

Montreal.

The scrap metal market is still dull, with no price changes to report. One dealer stated that the market was a little easier, but with business quiet, as it is at present, no lower prices would be given. In the near future, when increased activity is shown, lower prices will undoubtedly be quoted on some lines. Present prices are as follows:

DEALER'S BUYING PRICES.	
Automobile tires	0 75
Yellow brass	0 07
Red Brass	0 11
Light brass	4 50
Scrap zinc	0 05
Lead, heavy	4 00
Lead, tea	2 50
Light copper	9 00
Heavy copper	11 50
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	9 00
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	12 00
No. 1 machinery cast, per gr. ton	**$25 00 $28 00**

Iron and Steel Unchanged

Montreal.

Business in bar iron and steel is of a small sorting order, with small sales being made on the different lines. This trade, however, has kept up fairly well during the quiet months, and stocks today are in fairly good shape. Prices have not changed for this week and following are present quotations:

Common bar iron, 100 lbs.	4 20
Refined iron	5 80
Iron finished machinery steel	4 25
Mild steel	4 20
Band steel	4 20
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 20
Tire steel	4 40
Toe calk steel	5 20
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steed in scroll bdles, 50c per 100 lbs. extra.
Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Corrugated Sheets Quiet

Montreal.

No change has been made in the prices of corrugated sheets, and business remains very quiet. Any improvement in these lines is not looked for now until the weather permits outside building, as apparently dealers and agents will not stock any quantities and will order supplies only as the demand requires. Following are the present prices, which are unchanged from the first of the year:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	10 50
No. 26 gauge	11 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.
Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Rope Prices Hold

Montreal.

There has been no change in rope prices since the last decline of three weeks ago. Business is said to be still quiet, but shows some improvement over the first two months of the year. During March a greater activity is expected, as dealers will be placing their orders for spring requirements. Prices are quoted on current market pages.

Oil and Gasoline Unchanged

Montreal.

Coal oil is now selling at 28 and 30 cents, gasoline at 39 cents for motor grade, and 44 cents for the higher grade. These prices are the reduction prices of February 15.

Sap Buckets Brisk

Montreal.

Sap buckets and spouts are selling well at present, with stocks in good shape to meet the demands. An even greater activity is expected as soon as the first run is reported, as it is felt that dealers are holding off to a certain extent until the last moment for supplies. Prices are unchanged and are as follows:

Sap Buckets.—No. 8, $21.88; No. 9, $24.50; No. 12, $26.25; No. 16, $31.50 per hundred; 1 gal., $21.88; 1½ gal., $26.25; 2 gal., $31.50 uer hundred.

Spouts.—Perfection. $25 a thousand; Eureka, $16.50; Sterling, $38; Square syrup cans, 1 gal., Imperial, $26 per hundred.

Wares Selling Fairly Well

Montreal.

A fairly steady business is being done in wares. Aluminum ware is experiencing a good steady demand, sales having kept up fairly well during the quiet winter months. Tin and granite ware are holding their own for this season of the year, deliveries of a sorting order being shipped. Sap pails and cans being active in the tin lines.

No Change in Nails

Montreal.

Wire nails are still quoted at $5.20 base, although lower prices are given by some jobbers for large quantities such as the spring orders from dealers. Cut nails are unchanged, quoted at $5.75 base. There has been a better movement during the last week on nails. This is expected to continue as the season opens.

Steel Pipe Lowered

Montreal.

A new price list, No. 49, has been issued with lower prices for steel pipe. The declines average about 4 per cent.

(See current market pages for new list.)

Pipe Fittings Unchanged

Montreal.

No change has been made in the price of fittings, quotations remaining at decline of a few weeks ago. Stocks are in good shape with the exception of smaller

sizes on some lines. This is, however, only temporary, and generally stocks are ample to meet the activity of the coming spring business. Quotations are as follows:

Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, blk. or galv., up to 4 in.	50%
Do., 4½ in. or larger	40%
Do., running thread, 4 in. and under	30%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Ingots Slightly Easier

Montreal.

Ingot metals are again easier this week, with slightly lower prices quoted on practically all metals. The opinion is expressed, however, that the bottom has been reached and a firmer tendency is expected in the near future.

TIN.—Fluctuations continue on tin, showing very little change in price. Production is still curtailed owing to present values, but this has shown no immediate effect on the market. Local price slightly easier at 38 cents.

COPPER.—Copper is easier in New York, elsewhere it is very dull and unchanged. Present quotations are 18¾ cents for electro and 18¼ cents for castings.

SPELTER. — This metal continues weak in United States, and present prices are much below productive costs. The market in Europe continues fairly steady. Local price is slightly easier at 7¾ cents.

LEAD.—Lead is again the weakest metal on the list this week, having now touched the low level of £17 in London and $3.90 in East St. Louis. Local price easier at 6½ cents.

ANTIMONY.—There is no change in antimony, it remaining dull and unchanged at 8 cents.

ALUMINUM.—Aluminum is in a listless condition, with prices unchanged at 34½ cents.

Toronto Markets

TORONTO, March 3.—Of the price changes this week probably the chief feature is the new list on steel pipe, which shows a decline of about 4 per cent. on steel pipe. This is the first change in this product for over seven months. Other important price changes are reductions in bright and brass wood screws, pipe fittings and wrought iron washers. Washing machines and clothes wringers have been reduced about 6 per cent. Slight reductions have been made in bar iron and steel prices, and the lighter gauges of corrugated sheets are reduced $1 per cwt. Lead traps and bends have been reduced again about 10 per cent. Quotations on black and galvanized sheets are holding unchanged. The waste metal market continues quiet and shows little change in prices. Ingot metals are still very dull and further declines are made in tin and lead prices. Not much change is shown in business conditions. Wholesalers report a slight improvement all the time but it is almost imperceptible. Booked orders for spring and summer goods are beginning to be shipped out.

Wood Screws are Reduced

Toronto.

Wood screws are subject to new discounts. On flat head, bright, the discount has been changed from 70 per cent. to 72 1-2 per cent. Flat head brass screws from 55 per cent. off list to 60 per cent. The new discounts for flat, oval and round head bright and brass are as follows. The previous change was in June 3rd, 1920, when prices were advanced.

WOOD SCREWS—

Flat Head Bright, off list	72½%
Oval head, bright	70%
Round head, bright	70%
Flat head, brass	60%
Oval head, brass	57½%
Round head, brass	55%
Oval head, bronze	52½%
Round head, bronze	52½%

"Gas" and Oil Steady

Toronto.

No further changes have been made in gasoline or coal oil prices, and quotations remain at 38 cents per gallon net for motor grade gasoline, and 27 to 30, according to grade for coal oil. The demand continues good.

Washing Machines are Lower

Toronto.

A reduction of approximately 6 per cent. has been made in the price of hand and power washing machines. The new discount is 25 per cent. off list instead of 20 per cent.

Wrought Washers 40 P.C. Off

Toronto.

Wrought washers have been reduced in price. The new discount is 40 per cent. off list in place of 30 per cent. The usual extras remain for special size packages and boxing.

Wringers Now 25 Per Cent. Off

Toronto.

Clothes wringers have been reduced in price. The decline amounts to about 6 per cent. as the new discount is 25 per cent. off list.

Barbed Wire Prices—A Correction

Toronto.

The prices of barbed wire published in Hardware and Metal last week were given in error, as quotations at present are on "application." It is stated that prices may be set at an early date, but on account of the fluctuations of the wire rod market in the United States prices on wire and especially barbed wire are variable at present, and liable to sudden change.

NEW LOWER PRICE LIST

Toronto.

New prices are being issued on steel pipe. The new quotations amount to a decline of about 4 per cent. Until the present pipe prices have been unchanged for over seven months, and during the greater part of 1920 wrought pipe was scarce and deliveries hard to obtain. During the shortage stocks became depleted, and it is only recently that wholesalers and retailers have been able to accumulate supplies again. Stocks are reported in better shape now. There has been very little price cutting on wrought pipe on outside markets, and the independent mills in the United States, while cutting prices on many steel products have made little or no concessions below the Industrial Board schedule on pipe. Below are the new prices:

Price List No. 49. March 1st, 1921

Standard Buttweld Pipe.

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	.....	.....
3 in.	55 46	69 23	.....	.....
3½ in.	70 38	86 94	.....	.....
4 in.	83 39	103 01	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
2 in.	$30 53	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	85 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Valves and Bibbs Held

Toronto.

Last week's quotations are held unchanged on valves and bibbs and other compression work, and sales are still light. In the primary markets the demand for brass and copper is not increasing as rapidly as anticipated, considering the reductions that have been made and the present low price of the metals. The present price of copper on U.S. markets is on a level with the average price of 1911. Quotations here on compression goods are as follows:

Compression work, standard	40%
Fuller work, standard	30%

Bath cocks, compression	30%
Do., Fuller	30%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Nails are Unchanged

Toronto.

Nails are holding unchanged. Along with other commodities, nails are not moving as quickly as is usual at the beginning of the season. The present price on wire nails is approximately 20 per cent. below that of last fall and whether further reductions may be expected is uncertain. Declines on wire nails and on wire products are reported from Pittsburgh district. Quotations here are $5.10 per keg base for wire nails and $6.20 for cut.

Screen Door Prices

Toronto.

Orders for screen doors have been very satisfactory and in a few cases shipments are beginning to be made. Prices are higher than last season and the following are the quotations for Kasement screen doors complete with hardware fittings, ready to hang:

KASEMENT SCREEN DOORS—Complete with fittings—

2 ft. 6 in. x 6 ft. 6 in., per doz.	$45 00
2 ft. 8 in. x 6 ft. 8 in., per doz.	45 60
2 ft. 10 in. x 6 ft. 10 in., per doz.	46 20
3 ft. x 7 ft., per doz.	46 80

Screen Wire Cloth Prices

Toronto.

Screen wire cloth is beginning to move now and $3.50 per 100 square feet is quoted this season for the painted wire cloth. Galvanoid screen wire cloth which is varnished after being coated with zinc is quoted at $6 per 100 square feet.

Bar Iron Slightly Lower

Toronto.

Not much improvement in demand is reported in the iron and steel market, and sales are still of the sorting up variety as a rule. Quotations are a little easier and the base price has been reduced 25 cents per cwt., making it $4.50 instead of $4.75. U. S. market reports indicate little activity with many furnaces out and new orders light. Following are the present quotations here:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 00
Common bar steel, ¼ in. and heavier	4 50
Common bar iron, 3-16 in. dia. and lighter	5 00
Common bar iron, ¼ in. and heavier	4 50
Angle base	4 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 00
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Rope and Cordage Improve

Toronto.

A little better showing is reported in the cordage trade, and spring business is making a belated improvement. Prices are holding at recent declines and are the following:

ROPE—	
Pure Manila, basis	$0 24½
Beaver Manila, basis	0 20
New Zealand Hemp, basis	0 20
Sisal, basis	0 18

Above quotations are basis prices, ¾ in., and larger diameter. The following advances over base are made for small sizes: ⅝ in, ½c; 9-16 in., ½c; 7-16 in., inclusive, 1c; ⅜ in., 1½c; ¼ in., and 5-16 in., 2c; 3-16 in., 2½c.

Single lath yarn, basis	0 18
Double lath yarn, basis	0 18½

Further Revisions on Fittings

Toronto.

Further changes have been made this week on pipe fittings. The new prices are all in the nature of a reduction. Cast iron fittings are about 5 per cent. cheaper and are now quoted at 15 per cent. off list. Cast iron plugs are now 25 per cent. off list; solid plugs 10 per cent., and countersunk plugs net list. Other changes are on wrought nipples, on which the new discount is 40 per cent. for close and short and 50 per cent. for long, and on malleable fittings. Class B and C goods are one cent per pound less. The demand for these goods is variable at present, but is lighter than usual. Following are the new quotations:

Cast iron fittings	15%
Plugs, cast iron	25%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 25	0 35
Class C	0 16	0 25

Light Corrugated Sheets Decline

Toronto.

An approximate reduction of 10 per cent. has been made in 26 and 28 gauge corrugated sheets, which are quoted at $10.25 and $9.50 per cwt., respectively, less 7½ per cent. The other gauges remain unchanged. Business is reported light on these goods at present and stocks are plentiful. Following are the present quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Corn Brooms Steady

Toronto.

Prices have been steady on corn brooms, and little change is expected before June in prices. There has been a quantity of second quality broom corn on the market which has been made up and has sold for about $5 per dozen, but quotations on 5 string first quality corn run from $9 to $11 per dozen. Labor costs and lumber are remaining high, it is stated.

Traps and Bends Reduced

Toronto.

New prices are quoted this week on lead traps and bends, making a reduction of 10 per cent. on previous quotations. These are now quoted at 10 per cent. off list. Lead pipe and waste remain unchanged, and no further alterations have been made in solder prices. Lead on primary markets continues to decline in price, and both on U.S. and on English markets further recessions have been made in prices. Quotations on London markets are now on a level with the average price of 1911. Should these low level prices be maintained, a downward tendency appears probable on lead products. Following are quotations on lead and zinc products.

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09¾
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 16

Little Change in Sheets

Toronto.

There is little change shown here in black or galvanized sheets, and business is still inactive. Buyers appear to be holding off as much as possible and ordering for actual needs only. Prices are nominally unchanged. Reports from the Youngstown district in the States indicate that several of the mills there which have been closed down have accumulated sufficient orders to enable them to resume operations, but it is stated that independent sheet mills as a whole are not operating over 20 per cent. of capacity. The U. S. sheet market is very unsettled and prices quoted vary from $5 to $8 a ton. Concessions have been made by independent mills on blue annealed, black and galvanized sheets, but it is believed that both labor, freight rates and raw materials will have to be reduced before the Steel Corporation will consider any readjustments in their prices. The following are prevailing quotations here:

PLATES

10 gauge	6 20	
12 gauge	6 25	
14 gauge	6 30	
16 gauge	6 40	

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 40	10 30
U. S. 28	9 00	10 00
U. S. 26	8 70	9 75
22 and 24	8 55	9 50
18 and 20	8 40	9 35
16	8 25	9 20
12 and 14	8 20	9 15

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Scrap Metals Little Changed

Toronto.

The waste material market shows little change. The consuming demand is slow and holders are not pressing sales. Prices are mostly unchanged and are the following. It is pointed out that these prices are nominal and are for fairly large quantities.

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass	....	10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Ingots Dull—Lead Declines

Toronto.

The ingot metal market continues very dull and there are some lower levels reported. Lead is very weak and shows declines on outside primary markets, while copper though practically unchanged is in poor demand.

TIN.—This metal continues to fluctuate but prices remain about the same levels as a week ago on London markets. A little firmer tone is reported from U.S. markets. Quotations here are down 3 cents since the last report and price is 40 cents per pound.

LEAD.—Further reductions are reported from U. S. and English markets on lead, and sales were made under the $4 mark on Chicago markets. Locally prices have declined another 50 cents and quotations are now $6.

COPPER.—A continued weakness is felt in copper, and there is reported to be little demand either for the raw metal or the manufactured product. On U.S. markets there is a better export business, but the domestic trade is smaller. Prices are easier but owing to the absence of business prices are nominal. Quotations are holding here at 19 cents for casting copper.

SPELTER.—This market is irregular and in spite of the fact that it was believed that prices had reached bottom there have been further declines. Prices here remain at $7.

ANTIMONY.—Quiet and dull without change in price is the report on antimony and quotations are 8 to 9 cents.

ALUMINUM.—No feature of any importance is reported on this metal. Business is dull and prices remain at 35 to 37 cents.

London Markets

LONDON, March 3.—The principal price changes here this week are on washing machines, clothes wringers, and coaster wagons. Wrought iron washers, tie out chains, and turpentine have also been reduced in price.

Business continues to show a steady improvement. Many retail merchants are holding sales of winter lines, and between these and the preparations for spring trade are being kept busy.

Turpentine Declines Five Cents

London, Ont.

Another decline of 5 cents per gallon has taken place this week in the price of turpentine and following are the new quotations:

TURPENTINE—1 bbl. lots, $1.05 Imp. gal; 2 to 4 bbl. lots, $1.04; 5 gal. lots, $1.20.

Linseed Oil is Unchanged

London, Ont.

Linseed oil prices are unchanged this week and quotations are as under:

	Raw	Boiled
1 to 2 bbls., per gal.	$1 00	$1 03
3 to 5 bbls., per gal.	0 99	1 02
6 to 9 bbls., per gal.	0 97	1 00

Less bbls. add 15 cents gal.

Quotations on Putty

London, Ont.

Putty is selling at the lower quotations made last week. Sales are seasonably light now on this product. The following are the new quotations:

Standard 100 lb. drums, $7.05 per gal.; 25 lb. drums, $7.80.

Pure, 100 lb. drums, $8.55 per gal; 25 lb. drums, $8.80.

White Lead Selling Prices

London, Ont.

The reductions made last week on white lead prices are holding. There is very little change in the demand and sales show a slow improvement. The following are present quotations:

	Tons.	Less tons.
PURE, per 100 lbs.	$14,95	$15,30
ELEPHANT	15.35	15.80

Washing Machines Reduced

London, Ont.

A reduction of about 6 per cent. has been made in the price of washing machines, which are now quoted at 25 per cent. off list in place of 20 per cent.

Wringers Now 25 P.C. Off

London, Ont.

A new lower price has been made on clothes wringers, which are now quoted at 25 per cent. off list prices. The previous discount was 15 per cent. off.

Wrought Washers 40 P.C. Off

London, Ont.

Wrought washers are reduced in price. The new discount is 40 per cent. off list, which is about a 14 per cent. decline. The usual extras are charged for special packages and small quantities.

Auto Coaster Wagons Lower

London, Ont.

A reduction of about 10 per cent. has been made in the price of auto coaster wagons and the new discount for these is 35 and 10 per cent. off list. Following are the list and net prices for some of the sizes:

	List prices.	Figured net at 35/10 off.
No. 00, doz.	$ 75 00	$43 88 doz.
No. 01, doz.	116 00	67 86 doz.
No. 1, doz.	133 00	77 80 doz.
No. 2, doz.	145 00	84 83 doz.
No. 3, doz.	160 00	93 60 doz.
No. 4, doz.	182 00	106 47 doz.

Insect Destroyer; Spring Prices

London, Ont.

Dr. William's fly and insect destroyer is quoted at the following prices for spring:

1 gal. cans, $13 doz., net cash; ½ gal cans, $9 doz., net cash; ¼ gal. cans, $6.50 doz., net cash.

Tire Bolts 50 P.C. Off

London, Ont.

A new lower price has been made for tire bolts, which are now quoted at 50 per cent. off list. The previous discount was 40 per cent.

Tie Out Chains Reduced

London, Ont.

A reduction has been made in the price of tie out chains. They are now quoted at 33 1-3 per cent. off list. This is a decline of approximately 15 per cent.

Nail Sales Still Light

London, Ont.

Sales on wire nails continue light and show little change. Prices are holding and are $5.10 per keg, base, for wire, and $6.40 for cut nails.

Rope Shows No Change

London, Ont.

No change has been made in the price of rope and sales are slightly improved. Following are the present quotations:

Pure Manila, 24½c base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Poultry Netting Moving

London, Ont.

Spring shipments of poultry netting are beginning to move out now. The Canadian make is quoted at 10 per cent. above list for 1-inch and 2-inch mesh.

Screen Wire $3.50 Square

London, Ont.

Screen wire cloth, of which shipments are beginning to go forward to the retailer, is quoted at $3.50 per 100 square feet for the black painted grade.

Spades & Harvest Tools Move

London, Ont.

The quotations for the spring orders on spades and shovels are 35 per cent. off list. Harvest and garden tools are quoted at list less 50 and 10 per cent. Orders that have been booked for these are now going forward.

Lawn Mower Quotations

London, Ont.

The spring shipments of lawn mowers are now starting to move out. The quotations on Taylor-Forbes make are the following: Woodyatt and Star, 10 per

cent. off list. Daisy and Empress, 15 per cent. off list.

Alabastine Selling Well

London, Ont.

Alabastine is selling well at the present time and is quoted at 16 cents per pound, less 40 per cent.

Screen Door Hinge Prices

London, Ont.

Prices on spring hinges for screen doors are the following: No. 20 and No. 200, per gross pairs, $28.80. In smaller lots the price is $2.50 per dozen pairs. Booked orders are now moving out.

Horse Clippers Selling

London, Ont.

There is a very fair demand for horse clippers at the present time, and the Stewart No. 1 is quoted at $14, less 25 per cent. The Newmarket clipper is selling at $3.50 net.

Winnipeg Markets

WINNIPEG, March 3.—There are few price changes to record this week, and most of the alterations are to a lower level. Among the lines reduced are annealed wire, bright market wire, pig and bar lead, soldering coppers and several lines of mechanics' tools. Prices on iron and steel have remained steady for some time, but it is believed that a downward trend is possible shortly. Black and galvanized sheets are unchanged. A slight advance has been made in the price of steel butts, and tee and strap hinges, light, heavy and corrugated. Business here is showing a slow improvement, and prospects look brighter for the coming spring.

Linseed Oil Unchanged

Winnipeg.

Linseed oil is still quoted at $1.25 per gallon for raw and $1.28 per gallon for boiled.

No Change in Turpentine

Winnipeg.

The price remains the same this week on turpentine and it is quoted at $1.65 per gallon in barrel lots and 10 cents per gallon extra for small lots. Containers, 25 cents per gallon extra.

Soldering Coppers Reduced

Winnipeg.

Prices have again been reduced on soldering coppers and are as follows:

1 lb., 60c per lb, 1½ lb., 55c; 2 lb., 54c; 2½ lb., 53c; 3 lb. and over, 52c.

Reduction in Lead Products

Winnipeg.

Reductions have been made this week on pig lead, bar lead and block lead. Solder changed last week and is still quoted at the same prices. Following are the prices quoted:

Pig Lead, 8c per lb.; Bar Lead, 8¼c, lb.; Block Lead, 8¼c lb.
Solder—Tinkers, 45c lb.; wire, 45c lb.
Half and Half—Case lots, 31c lb.; less, 32c lb.

Rubber Belting Again Reduced

Winnipeg.

The prices for rubber belting have again been lowered and 6 inches and under is now quoted at 54 per cent. off list and over 6 inches at 47 per cent. off list.

Lower Wire Prices

Winnipeg.

The price has been reduced on the annealed, bright market and coppered spring wire and under are given the new quotations:

Annealed—0 to 9, $6.75; 10, $6.81; 11, $6.87; 12, $6.95; 13, $7.05; 14, $7.15; 15, $7.30; 16, $7.45.
Bright Market—0 to 9, $7.00; 10, $7.06; 11, $7.12; 12, $7.20; 13, $7.30; 14, $7.40; 15, $7.55; 16, $7.70.
Coppered Spring—8 and 9, $10.70; 10, $10.76; 11, $10.82; 12, $10.90; 13, $11; 14, $11.10.

Hinges Slightly Advanced

Winnipeg.

The prices have been revised again on tee and strap hinges and are slightly higher. The following quotations are now in effect:

Light Tee in Bulk—3 in., $1.15 per doz. pairs; 4 $1.30; 5, $1.50; 6, $1.75; 8, $2.10; 10, $2.75.
Heavy Tee—4, $2; 5, $2.40; 6, $2.75; 8, 3.15; 10, $5.40; 12, $8.80; 14, $9.20.
Corrugated Tee—4, $2.15; 5, $3; 6, $3.50; 8, $5.90; 10, $8.85.
Light Strap in Bulk—3, $1.15; 4, $1.40.
Heavy Strap—4, $2.25; 5, $2.80; 6, $3; 8, $4.05; 10, $6.90; 12, $8.40; 14, $9.90.
Corrugated Strap—4, $1.80; 5, $2.35; 6, $3.20; 8, $4.90; 10, $7.50; 12, $11.30.

Butt Quotations Revised

Winnipeg.

Prices on steel butts have been revised this week and show some small increases. Following are the new quotations:

No. 800—1 in., 39c per doz. pairs; 1¼, 46c; 1½, 60c; 1¾, 78c; 2, 84c; 2¼, 98c; 2½, $1; 3, $1.34; 3½, $1.87; 4, $2.66.
No. 833—1 in., 36c per doz. pairs; 1¼, 42c; 1½, 53c; 1¾, 67c; 2, 76c; 2¼, 88c; 2½, 93c; 3, $1.20.
No. 840, 98c; 2½, $1.29; 3, $1.57.
No. 804—2 x 2, $1.15; 2½ x 2½, $1.35; 3 x 3, $1.89; 3½ x 3, $2.50; 3½ x 3½, $2.77; 4 x 4, $3.38; 4½ x 4½, $4.39; 5 x 5, $5.67.

Saunder Pipe Cutters Reduced

Winnipeg.

The price has been reduced on Saunders' pipe cutters and they are now selling for 20 per cent. off the list.

Pittsburgh Markets

PITTSBURGH, March 3.—No more interest has been shown this past week in the finished steel market, and buyers remain apathetic. Declines on the various products have been small, but it is stated that price changes seem immaterial at present as there is no market in the sense of there being no activity. The price cutting by the independents, while it may not have brought them much additional business, has apparently curtailed shipments by the Steel Corporation and the operations of the latter have fallen from 75 to 65 per cent. of capacity in the last week. The independent mills are not believed to be running at more than an average capacity of 20 to 25 per cent. Bars and plates are quotable at a further decline, but the largest cuts have been made in sheet prices. Steel pipe and tin plate have been little affected and remain practically at Industrial Board prices. Pig iron prices have been further shaded $1 a ton to $27 a ton valley, and foundry coke is quoted from $5.50 to $6.50 per net ton.

PITTSBURG, March 3.—The finished steel market continues stagnant. There is scarcely any inquiry and thus the mills cannot get much business and do not even have much opportunity to endeavor to get business by making further price cuts. The position of most independent mills is that they would gladly quote lower prices than have yet been named if thereby they could secure reasonable sized orders and by the term they do not mean really large orders, but rather orders for say 1,000 tons at a time in the heavy rolled products and even less in the lighter materials, like sheets.

Declines in prices in the week have been small. Plates, which were quotable a week ago at about 2.25c as minimum, against the Industrial Board and Steel Corporation price of 2.65c, have been quoted at 2.10c, and the producing interest which quotes this price will not say how small a tonnage need be offered to induce it to quote it, while intimating that on a really large inquiry a still lower figure would be named. Shapes are quotable at 2.25c, the same as a week ago, the old price having been 2.45c, but the lack of a lower price on shapes seems to be due simply to there having been no inquiry to bring out a lower quotation. Bars were quotable a week ago at 2.00c, the old figure having been 2.35c, and may still be quoted generally at 2.00c, though it is known that in some special cases 1.95c and even 1.90c has been quoted, while in some quarters it is believed 1.85c could be done if there were the right sort of inquiry.

In sheets there are definitely lower prices. Blue annealed sheets are still quotable at 3.20c against the Industrial

Continued on page 57

Farmers Tire of Being Retailers

The Farmers' Co-operative Movement in Certain States is Reviewed—Farmers Seem To Be Realizing That They Are Beyond Their Depth, So Far As Conducting Retail Stores Is Concerned

From Printers' Ink

MANUFACTURERS who have been watching with some little apprehension the growth of the co-operative buying idea among farmers have asked Printers' Ink how the movement is being affected by present business conditions.

A survey of the situation in Iowa, Nebraska and Kansas, where the agitation has been the strongest, reveals two interesting conditions of a contradictory nature.

The farmers seem to be realizing that they are beyond their depth, so far as conducting retail stores is concerned.

On the other hand, the sentiment is growing in favor of buying binder twine, harvester machinery, coal and similar commodities in carload lots.

The latter proposition is really one that the leading promoters of co-operative buying have urged from the beginning. It is the thing that Printers' Ink mentioned a few months ago as being of real concern to the manufacturer. The manufacturer has to look out for it now more than ever.

Sentiment Changes

The retail store—the selling of dry goods, groceries and general merchandise—was hooked onto, or rather wished onto, co-operative buying without general consent.

For years farmers have held the bag for about every kind of co-operative store deal you ever heard of. All sorts of schemes have been cooked up for the purpose of doing away with the independent retailer. During the recent reign of sky-high prices, these stores got to be more in favor than they probably ever will be again. But now that readjustment is in progress the sentiment seems to be going the other way—showing that Mr. Farmer is a hard-headed individual after all, who is not going to buy goods from anybody very long from a standpoint of sentiment.

In Iowa, nine retail stores are owned and operated by the State Farmers' Union. Now comes the announcement that the Farmers' Union Exchange, which is the wholesale house supplying the nine retail stores, is in the hands of a receiver. The effect on the co-operative store proposition in Iowa remains to be seen.

In Kansas and Nebraska the retail stores are owned by the local unions and buy their goods wherever they like. Life is not at all pleasant for these stores right now. At this writing one big store of the kind in central Kansas is being closed out because its stockholders, all farmers, were "dissatisfied with the way things were going."

The officers of the Nebraska Farmers' Union are taking the situation in hand and are definitely discouraging the formation of co-operative retail stores.

Quantity Buying

In the matter of buying certain things in carload lots, however, and distributing them according to the method already described in Printers' Ink, the favorable sentiment gets stronger all the time. This has the backing of State Boards of Agriculture and is even supported by the United States Department of Agriculture.

It must be remembered in this connection that the farmer gets what he wants, no matter what the politics of the "in" administration may be. The farmer wants co-operative buying. And it must be admitted that he is going about it in a businesslike manner. Anyway, with the State and Federal Government back of him, he is a force that cannot be ridiculed away or argued out of existence.

Obviously the thing for the manufacturer to do in States where the co-operative buying idea is strong is to redouble his efforts for the upbuilding of the retail store. After all, here is the real weakness of almost any buying scheme. When it comes to distributing the goods to the consumer the retail store is the only real satisfactory way.

Build Up the Retailer

There is no use for the manufacturers to try to solve this problem through governmental agencies. The farmers are in the saddle there. Doubtless manufacturers would scorn to use such tactics in any event. But they can devote more attention to building up the retailer.

The experience that has been worked out in the case of retail mail-order ought to be enough encouragement. Ten years ago retailers were badly scared and all sorts of ridiculous ideas were proposed to help them defeat retail mail-order. Among other things, a move was started to have Congress impose a prohibitive tax on the catalogue houses. But certain manufacturers and jobbers who succeeded in keeping their feet on the ground realized that the way to curb mail-order was to have strong retail stores. This policy was put into effect. Retail dealers were shown how they could compete with the catalogue houses. To-day mail-order is great and strong but it no longer is regarded as a menace to the retail store.

Where there are aggressive, capable retailers willing to put up a real fight for business the farmer is not going to be influenced so much by any talk about the fancy advantages of going in with his neighbors and buying things in carload lots. The retail store is or can be a stronger force than the agricultural departments and other agencies backing the co-operative plan.

PITTSBURGH MARKETS

Continued from page 56

Board price of 3.55c, but the 3.20c is practically nominal, awaiting inquiry, and the heavy gauges can be bought at much less, as they could be bought at a plate mill price, say at 2.10c plus an extra for their being under ¼-inch thick. Black sheets can easily be done at 4.10c, against 4.15c quoted a week ago, and an Industrial Board price of 4.35c, while it is believed 4.00c could be done and perhaps shaded a trifle on a really good order. Galvanized sheets have been quoted even in small lots at 5.25c against 5.35c a week ago and an Industrial Board price of 5.70c.

Standard steel pipe seems still to present a firm front, so far as the mills are concerned, but it is reported that some jobbers, particularly in the East, are offering to sell at mill prices. Tin plate likewise has not been shaded. These two are the only lines that remain at Industrial Board prices.

The Steel Corporation has made no reductions, but adheres rigidly to the Industrial Board prices, just as it did all through the period when the independents were readily securing much higher prices.

Buyers Apathetic

The record of prices and price declines, however, is of little significance and of no particular interest. As to market conditions it does not matter what prices chance to be quotable, as there is no market in the sense of there being activity. It would make very little difference in the year's earnings of producers or consumers whether the material now being sold were at $10 a ton higher or $10 a ton lower than the prices that are just now quotable as the market.

Buyers are taking no interest in prices. There is nothing like a deadlock. Buy-

Continued on page 62

Paint Doubles the Value of Property

Second Hand Automobiles Increase in Value From One to Three Hundred Dollars if Attractively Painted—Dealers Should Keep Their Stores Well Painted—Suggest Canvass of Local District

AT the invitation of the Winnipeg Paint Club, T. F. Monypenny, of the Imperial Varnish and Color Co., Ltd., of Toronto, and F. J. Penberthy, of Lowe Bros. Co., Ltd., Toronto, addressed the salesmen of the various paint houses in Winnipeg. The convention was held in the Board of Trade auditorium and about 200 executives and salesmen were present.

The convention chose for its chairman C. H. S. Bamford, salesmanager of the J. H. Ashdown Hardware Co. The meeting was called to order at 2.30 p.m. and Mr. Bamford introduced the speaker of the afternoon session, Mr. Monypenny. The topic on which Mr. Monypenny spoke was the "Save the Surface and you save all" idea and how to interest the dealers in linking up with the campaign.

Mr. Monypenny started the subject by stating that the "Save the Surface" campaign originated about two years ago and the idea back of the propaganda was to further the use of paint and varnish and to show the consumer that paint and varnish was a necessity as well as a beautifier. To prove this he went on to say that a house or barn properly painted would, if sold, bring almost twice the value of unpainted buildings. Second-hand automobiles invariably brought from one to three hundred dollars more if attractively painted and varnished.

Paint the Stores

It was pointed out by the speaker that many dealers would sell more paint and varnish if their own premises were kept in the "pink of condition." One of the salesmen present corroborated this statement by saying that a certain merchant on his territory sold very little paint. This salesman was successful in getting the merchant to paint up his own store and fence. The farmers in the district were immediately struck with the idea of painting up and within three weeks the merchant had disposed of more paint than he had during the previous year. In other words, it pays to practise what you preach.

During the year 1919 the people of Canada per capita paid only $2.20 for paint and varnish and over $6 for tobacco. Before the "Save the Surface" campaign was introduced, the people of Canada per capita paid only $1.13 for paint and varnish. This was thought to show that much good is being done by the "Save the Surface" campaign.

Every merchant who sells paint and varnish may secure full particulars as to how to link up with the "Save the Surface" idea, by writing to the "Save the Surface" Headquarters, 509 Royal Trust Chambers, 107 St. James St., Montreal, Que. Dealers will be supplied with advertising, electros, window banners, moving picture slides, etc., absolutely free of charge but only on the promise that the material furnished will be used.

Canvass the District

It was suggested to the salesmen present by Mr. Monypenny that dealers be instructed to make a canvass of their towns and district, taking the size and description of all buildings, machinery, etc., requiring paint and varnish. A letter could then be written by the merchant to the owners of this unprotected property, giving an approximate idea of the paint and varnish required, with prices and color cards.

Following the excellent address given by Mr. Monypenny, a general discussion was entered into. H. H. Eager, of the Sherwin-Williams Co., told of an amusing incident to show how the "Save the Surface" idea was taking hold. A dealer two years ago called on a Swedish-American to sell him some paint for his farm buildings that were badly deteriorating for want of protection. Ole refused to buy, but last year changed his mind and approached the same dealer. The merchant was interested in finding out what made the farmer change his mind, and to his query Ole replied, "I ban got to do it. Now you save the surface or it go to hell."

Illustrated Lecture

At 8 p.m. Mr. Penberthy spoke on "Paint—its uses and abuses." The lecture was illustrated with over one hundred lantern slides showing amongst other things the system of producing and manufacturing linseed oil, china wood oil, shellac and kowri gum and white lead. Reproductions clearly showed that a paint made from lead and zinc lasted much longer than a straight lead and oil mixture. Slides showed that white lead under a powerful miscroscope was made up of coarse atoms and zinc of fine atoms and when combined a perfect film was formed, absolutely impervious to snow, rain, wind or sun.

In the making of paint and varnish, the manufacturer leaves nothing to chance. All ingredients entering into ready mixed paints are thoroughly tested before using, by experienced chemists. Before the paint is ready for placing in containers, samples are drawn from the various tanks and tried out for color, covering capacity, etc. Then boards are painted, numbered and dated and placed on the "roof gardens" and are subjected to all kinds of weather in order that the manufacturer can ascertain in what manner his finished product will stand up. The modern methods of today make failure almost an impossibility.

Another interesting slide was thrown on the screen to show the importance of a consumer properly mixing paint. A screw driver or small stick used for mixing only cuts the paint. What should be used for mixing is a flat board about half an inch thick and at least 1½ inches wide. The paint can should be cut right around the edge in order that plenty of space is available for proper mixing.

Mr. Penberthy concluded his interesting address by again asking the salesmen to get the merchants all over the prairie provinces to link up with the "Save the Surface" idea.

Paint Prospects in The West

W. S. Fallis, vice-president and managing director of Sherwin-Williams Co., Ltd., who just recently returned from a business trip to Winnipeg, sums up in a brief way conditions as he found them, in the following statement to Hardware and Metal:

"The West has experienced a period of depression; however, this has been lifted, evidenced by reports I have had from the large jobbing houses in Winnipeg, particularly in our own lines. While the volume of business has been less than last year, it was running uniform throughout the entire West; that is, all parts were turning in orders of a good sorting nature.

"We have every confidence in the future, as already a greater number of orders have been received up until the end of February, and the recent reduction in the price of paint will act as a stimulus to that particular trade. The Western factories of our allied companies have been running to full capacity in preparation of stock that we have every confidence will be early moved in the months of spring.

"The West is always buoyant of hope, and this year is no exception."

Correction re W. H. Gerke

The underlines of a cut of W. H. Gerke appearing in February 26 issue of Hardware and Metal incorrectly mentioned that Mr. Gerke had resigned from the position of general manager of the Martin-Senour Company in Canada and the United States. Mr. Gerke has not been connected with the Canadian end of the company's business for some years and resigned as general manager of the company in the United States.

GLIDDEN

Paint That Repeats

It's often easy to make first sales.

But first sales are not the most profitable sales. You find your greatest profits in repeat sales—the business that comes to you without effort—the result of good goods that have given satisfaction.

It is just this kind of profitable repeat business that Glidden reputation brings. While it is selling painting materials for you it is selling other products. Glidden reputation will be a real asset for your business.

If you were in business for a month or two any kind of paint might do. But you're in business to stay. So are we. Let's get together and get a firm hold on the paint business in your territory.

Write for prices and plans to-day. Now is the time to prepare for the spring rush.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ont.

Glidden Leading Products

Endurance Paint, Prepared
Endurance Auto Finishes
Floorette Floor Varnish
Wearette Interior Varnish
Japspar Exterior Varnish
Velvet White Enamel
Superior White Enamel
Flat Wall Finish

JAP-A-LAC
too



Branches at Montreal and Winnipeg

GLIDDEN
EVERYWHERE ON EVERYTHING

PAINTS

If interested tear out this page and place with letters to be answered.

The Brush Department

Best Grade Bristle Brushes Remain High

Production of Long Stiff Bristles Decreasing—Producing Countries in Chaotic State

IT has often been said that a salesman cannot be really effective unless he has a thorough knowledge of the goods he is selling. The truth of this assertion will not be denied by anyone. It has therefore been suggested by some that a more extensive knowledge on the part of the average merchant in regard to the various qualities and construction of brushes would do much to increase their sales. Great progress has been made in recent years in the manufacture of brushes, particularly paint brushes, as will be outlined in this talk on the subject by Robert Brown in "Stephens' Paint News":

The principal raw material used is the bristle of the wild boar, generally regarded as the original of our domestic swine — in size equal to the largest of the domestic kind, but stronger in body and a most dangerous adversary when at bay. It is of a grayish black color, with short woolly hair thickly interspersed wi h coarse stiff bristles taking the form of a mane along the spine, and from this mane we get our best bristles, though other parts of the body furnish us good but shorter bristles.

This species of boar inhabits the deepest recesses of the forests and marshy lands of Russia and Central Asia, roaming in large herds, but they are not all of value for their bristles. A certain race is fattened in a special way, the animals are fed on the refuse of tallow factories at certain seasons, and reach prime condition after a few months' feeding. When fattened, and their bristles are in fine color, they are herded into pens, crowded together so thickly they can scarcely stand, irritated and goaded by the herdsmen until they are swollen with rage, kicking, struggling, scrambling together, and protesting vigorously, they are seized one by one by trained men and their bristles plucked out by the roots. The perspiration into which the animals are thrown by their exertions causes their bristles to yield easily. Once their bristles are removed the animals are immediately released and return to the woods.

A semi-tamed variety of hog provides another source of supply. At certain seasons these hogs shed some of their bristles, which are gathered by the peasants and taken to market, but these bristles are slightly inferior to the above mentioned. These types are rapidly getting scarcer and are in danger of becoming almost extinct.

Breeding on a large scale has now been resorted to, and while an excellent bristle is produced, the production of long stiff bristles is constantly decreasing to the point of actual scarcity, and the demand for them is ever increasing.

Chinese Bristles

The smooth, glossy bristle, generally named "Chinese Bristle," is not drawn entirely from the Orient as their name would imply, but a large proportion comes from other countries in Asia and Europe.

The Indian boar produces a very valuable bristle used principally in the manufacture of short stiff brushes such as cloth brushes, etc., and also when mixed with other bristles.

So-called "French Bristles" are principally from Russian stock—cleaned and bleached by a special process—giving them a splendid whiteness and softness, yet preserving their elasticity and firmness.

From this class of bristle are made the fine pencils of the artists, fresco brushes, angular liners, lily oval varnish brushes, etc.

American packing houses also supply a quantity of the poorer grades of bristle used. Though some very good bristles are produced from this source, the bristles of the domestic hog are unsuited for best quality paint brushes, being as a rule too short and wanting in elasticity. High breeding, while giving us splendid hams and bacons, certainly deteriorates the bristles.

Bristles go through an extensive and thorough cleansing process, and are then sorted into colors, black, gray, yellow, white and "lilies."

They vary in length and are separated by the workman passing them through a special comb to bring the thick or root ends together, then holding a quantity in his hands with roots down and knocking them smartly on his bench until all the roots are even. He then applies them to a gauge to ascertain the lengths of those that project, and seizing them between his finger and thumb, draws them out of the bundle and places them with those of corresponding dimensions.

Sorting

They are sorted according to thickness by a process called "dragging," which consists of passing the bristles through special combs — which retain those that are too stout to go through the teeth. By repeating with finer combs, the bristles can be assorted to any number of sizes required.

Bristles are bleached for whiteness by sulphur and other chemical agents. They have a natural bend which requires great skill and delicate touch on the part of the workman to manipulate so that they will incline towards the centre of the brush, which when dipped will have a perfectly pointed working edge.

The workman having weighed and arranged his bristles, they are now imbedded in a plastic rubber head hardened by vulcanizing, and being bound on to the handles by strong bands or ferrules, securely riveted and clinched on the completion of this process, we have a combination which enables us to guarantee a brush that will not shed its bristles.

Horse hair and a great variety of fibres are used in the manufacture of brushes, but though of value in the manufacture of certain kinds of brushes, they really only serve as an adulterant when used in paint brushes.

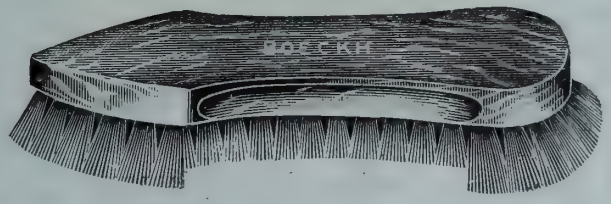
Bristles have no satisfactory substitute, and it is always true economy for practical painters to insist on the best obtainable.

The chief bristle producing countries of the world being still in a state of chaos is one reason only for the high cost of best grade bristle brushes, for even should these countries return to normal conditions the continual increase in values will not stop—diminished production of best-quality long stiff bristles and the steadily growing demand being the chief reasons for increased costs.

The Monarch Industries, Ltd., Beamsville, Ont., has been incorporated with capital stock of $300,000, to manufacture registers, carburetors, motors, etc.

New Company.—The Canadian Toledo Scales Co., Ltd., has been incorporated with head office at Windsor and capital stock of $350,000 to carry on the business heretofore carried on in Canada by the Toledo Scale Co. of Toledo, Ohio, and to carry on the business of mechanical engineers and dealers in and manufacturers and operators of plants, engines and other machinery, including scales and weighing and testing machines of all kinds.





BOECKH TRADE MARK EST^BD 1856 TORONTO



BOECKH'S Superior Brushes

Displays of these many kinds of reliable brushes assure sales

DISPLAY them. When Boeckh's Brushes are well displayed they are far more than "half sold."

If you haven't already received one of the handsome, attention-drawing Boeckh Display Cards as shown on Page 63, Hardware and Metal for Jan. 8, 1921, we still have a few available and will gladly supply you free. This is a handsome card 21 in. x 28 in., in five colors, suitable for either hanger or easel use. In making up Boeckh displays with this striking card, see that you represent as many lines as possible of Boeckh's paint, varnish, kalsomine, miscellaneous painters' brushes, household brushes, etc.

Every Brush Guaranteed.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856



Absolutely Free!

A handsome and expensive display card in five colors —very striking.

If interested tear out this page and place with letters to be answered.

Improved Inquiry For Turpentine

Chaotic Feeling in Market Has Been Overdone —Stocks Held by Dealers and Consumers are Light—Rosin and Turpentine Below Pre-War Prices

TURPENTINE holds firm at 50. cents, with the offerings taken, and some improvement reported in inquiry and sales to consumers, says Naval Stores Review, Savannah, Ga. True, they are not buying largely, but the signs of needs on the part of consuming industries are plain enough to read. As business settles slowly to a safe, sane and stable basis the pressure of demand on the market will come more into evidence. While there have been reports of some "distress," turpentine having been forced to sale below 50 cents, it is noticeable that the small lots that come in a regular way upon the market from day to day are taken up, leaving seemingly some further gaps to be filled in on the succeeding day.

While it is an anxious period through which the industry is passing, and the need of retrenchment in the cost of production and the curtailment of output need no stressing, there is somewhat of a sentiment that the chaotic feeling has been overdone, that the spirit of depression should give way more to a determination to withstand further efforts to depress values, and that no real reason exists why prices should be permitted to show further demoralization. In turpentine, at least, there seems a basis for the hope that the downward trend has been somewhat checked and that the market can be held firm around 50 cents without in the slightest lessening the demand, which is solely based on nearby needs and not on requirements of any distant date. Neither dealers nor consumers hold any material stocks of turpentine and that is one element of strength for the future.

Rosin

While reports do not indicate that there is any material improvement in the demand for rosins from consumers it is noticeable, from current but not officially confirmed reports, that dealers are laying in stocks. Factors are said to feel that rosins, in common with turpentine, have gone too low, that the present values, which are actually below the average price of rosins for the five years preceding the war, represent a financial loss to producers that cannot indefinitely continue. Rosins and turpentine are probably the only commodities that have fallen below the average pre-war quotations. The domestic and foreign demand shows little animation as yet, but as prices of rosins have been more than readjusted to the world-wide shrinkage in general values it is felt that further declines are in no wise justified.

PITTSBURGH MARKETS

Continued from page 57

ers are not waiting for lower prices, nor have they any particular prices in mind, at which they would be disposed to buy.

The really interesting feature of the situation is the relation between the Steel Corporation and the independents, which was referred to at some length in last letter. The independents evidently wanted to force the Steel Corporation to reduce wages, but the corporation refuses to take action. The independents did not, presumably, wish to force the corporation to reduce its prices, though obviously the corporation must eventually do so. Apparently they did wish to curtail the flow of steel from the Steel Corporation to its customers, as the existence of this steel, much of it going into stocks, would tend to detract from the quantity the independents would be able to sell later.

Last Friday a circumstantial report emanated from Youngstown to the effect that the Steel Corporation was to have a meeting that day and the next of the sales managers of the subsidiary companies, to consider making price reductions. The newspaper reports quoted officials of the Steel Corporation in Youngstown without giving names, also a prominent independent steel official, name also not mentioned, all commenting on this meeting, yet there was no meeting. The sales managers who would constitute the meeting were to be found at their desks in Pittsburg both days. The presumption is the report was conceived by independent steel men rather than by newspaper men. From various circumstances it is plain that the steel industry is not entering an era of good feeling between the various producers.

Operations

The Steel Corporation could not logically reduce its prices when it still had a high operating rate, based on old orders, but the cutting by independents has caused many customers of the corporation to instruct that shipments be curtailed or discontinued, and the corporation operations are decreasing rapidly. They were about 75 per cent. of capacity week before last, against about 92 per cent. in the first fortnight of the year, and last week they probably did not average over 65 per cent. This week will naturally show a still lower rate, and so on. The decline paves the way for the corporation to reduce its prices, and, of course, the corporation will reduce wages when it reduces prices or soon afterwards.

Practically everywhere it is admitted that the independents are operating at under 25 per cent., and one observer with good facilities for ascertaining the facts estimates that the rate is under 20 per cent. In other words, the independents are not running as well as when they started to cut prices, although they might be no better off if they had not cut prices. The one noteworthy result of the price cutting is the great decrease in the Steel Corporation's operations.

Foundry pig iron has quietly slid off a dollar a ton, $27, valley, being now the accepted market price, Bessemer remaining at $27 and basic at $25. These prices are more or less nominal, and certainly they are not supported by any buying to speak of. The prices are much below the cost of production, based on the cost of the large quantities of ore the furnaces have, purchased at last season's prices, and recent prices for coke. It appears now that the pig iron price will make the ore and coke prices, rather than the other way, and of course furnaces have to absorb the loss on the ore already bought. There is no interest in coke as to actual purchases, and little interest as to the future, the point about coke being that eventually the Steel Corporation will no doubt reduce wages all around, including wages in the Connellsville region, and then the other operators in the region can reduce also. When the new wage scale is in force it will be possible to figure how cheaply coke can be sold. The market is nominal just now, with spot furnace at $4.50 and contracts at $5.00. Some operators ask more, of course, but even those with the lowest prices do not effect sales. Spot foundry coke is quotable at $5.50 to $6.50, depending on brand, all prices being per net ton, f.o.b. Connellsville ovens.

"MISTER CHANCE"

Toronto.—Francis W. Chance, who represents a cutlery and sporting goods house of Montreal, was a guest at the Walker House. He has numerous friends in Toronto. Hence it was that a much-buttoned boy paraded the dining room at the lunch hour shouting urgently:

"Mister Chance! Mister Chance!"

And the innocent little bride from Hamilton at the sheltered corner table looked with adoring eyes at her hubby opposite and whispered confidentially:

"Poor thing. I'm sorry for her."

Millers Lock Co. Catalog

A description of a catalogue in the February 26 issue of Hardware and Metal said to have been issued by Millers Falls Co., Philadelphia, was incorrect. The catalog was issued by the Miller Lock Co., of Philadelphia.

MOORE'S LINE



Moore's Wagon and Implement Paint and Automobile finish are, as the rest of the Moore Line, high quality paints with a service of efficiency that delights and satisfies customers. They are made of selected materials by skilled artisans, and give the last word in paint service.



Here They Are!

Here are two fast sellers for your spring stocks. You'll need them both, the Automobile Finish when your customers touch up the car for spring, and the Wagon and Implement Paint for teamsters, cartage men, farmers, and numerous other wagon users. These lines, backed with the Moore guarantee, assure the dealer many new customers, and repeat orders from the old ones. Send your order in to-day.

A Moore Agency Builds Business

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, March 3.—There is a marked improvement noted this week in the sales of ready mixed paints and their allied products. Spring painting time gradually nearing, seems to be the chief reason of this increased activity, while the opinion is expressed that the recent decline in prices is another factor.

White lead in oil and putty are reported with seasonably light sales, and are quoted at reductions of last week. Turpentine is reduced 5 cents a gallon, with the Southern markets still anything but promising. Linseed oil also has lower prices, having now reached 95 cents in one barrel lots. Shellac registers no change in prices, but the market continues unsteady. Window glass also is very unsettled, and an increase in demand is thought to be the only remedy on this product.

Turpentine 5 Cents Lower

Montreal.

Turpentine shows a reduction of five cents a gallon, and is now quoted at the dollar figure in one barrel lots. The Southern markets are still said to be easier, but present prices are below productive costs, and the demand in the United States will have to increase before an upward trend takes place. It is the opinion of local importers and jobbers that as soon as the spring demand becomes heavier, prices will advance accordingly. Following are the present quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 97
Broken lots	1 05

Linseed Oil Again Easier

Montreal.

Linseed oil is again reduced 5 cents a gallon, and is now quoted at 95 cents for raw, and 97½ cents for boiled in one and two barrel lots. Business at these prices is not being sought, and paint manufacturers would rather use present stocks in the making of their products than sell at these low figures. The flax seed market is again easier, a change from last week when it was reported a little firmer.

1 to 2 barrels	0 95	0 97½
5 to 10 barrels	0 90	0 92½

White Lead at Decline

Montreal.

White lead in oil is now selling at the decline quoted in last week's issue of Hardware and Metal. With prices apparently set for this spring's business, manufacturers are now looking forward to increased sales. The new prices are as follows: $14 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

Putty Sales Light

Montreal.

Putty sales are still light, but this is expected for a few weeks yet. Not until March is well advanced will an increased volume of business be looked for. The new lower prices, reductions being quoted last week, are now ruling and are as follows:

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs: advance over above prices.

No Change in Shellac

Montreal.

There is no change in shellac, and prices remain the same as last week, although some dealers are a little higher and some a little lower than prices given below. Business is still quiet, but somewhat improved from previous quiet weeks. Following are the quotations:

Orange shellac, in barrels, $4.50; in one gal. jugs, $5; white, in barrels, or 5 gal. jugs, $5; in one gal. jugs, $5.50.

Window Glass Unchanged

Montreal.

There is no change in the window glass situation from the last week, with trading continuing very light. The Belgian market is being watched with great interest, and the withdrawal of prices from that source will undoubtedly have its stiffening results on the market here. Local prices are unchanged, and 50 per cent. off Montreal list is still quoted, although lower prices are given by some jobbers in large quantities. One dealer probably has the right solution of the present unsettled condition when he stated that until the consumption increases not much improvement may be looked for.

Paint Sales Steadily Improving

Montreal.

A gradual improvement has been reported on sales of ready mixed paints and their allied products during the past few weeks, but this week paint manufacturers state a marked improvement is shown. Whether the recent reduction has had a stimulating effect or whether the season of the year now advancing nearer painting time is accountable for this increased activity has caused differences of opinion to be expressed among the paint producers. This season promises as well as other years in the paint industry, and the lack of volume of orders during the past winter months has undoubtedly been due to retailers not placing their orders, but allowing their stocks to run low and still take care of their paint trade. With stocks in this low condition throughout the different provinces, trading above the average might be looked for as soon as the weather permits the consumption of paint.

Toronto

TORONTO, March 3.—The paint trade has settled down to the new prices on prepared paints and white lead, and general opinion is that the declines have not stimulated business greatly. While there is an increase in the volume of business from week to week, paint sales at the present time should be larger than they are, and reductions in prices have the effect of a falling market and buyers are apt to hold off in the hopes of further declines.

Ready mixed paints, white lead in oil and putty are holding at recent changes. Varnish prices are holding unchanged and shellacs are steadier. The linseed oil market appears a trifle firmer and prices are maintained. In turpentine there has been a strengthening of prices in Southern markets, but there has been no change made here. Window glass is still an uncertain quantity, but reports from the Belgian markets look as if a firmer tone is at hand.

Paints and Varnishes

Toronto.

Prices on prepared paints are unchanged at recent declines, and varnish quotations show no changes. A gradual increase in the number and volume of orders is reported. Many buyers are stated to have held off placing orders for spring requirements, and when the season opens up there is likely to be a sudden demand upon manufacturers' stocks, it is believed.

White Lead Sales Moderate

Toronto.

Sales of white lead in oil are only moderate and many dealers are purchasing for immediate requirements only. The present prices of white lead in oil constitute a reduction of nearly 30 per cent. from the prices ruling last summer and fall. Whether the bottom has now been reached is uncertain, but pig lead prices

Vitralite
The Long-Life Enamel.



Tommy and Betsy are in Your Town

You know this always interesting couple — originated by Pratt & Lambert and made familiar to the whole country by national advertising. But do you realize that they really live in your own community? — that every household where their message is read, becomes a Tommy and Betsy household so far as the purchase of Vitralite Tints is concerned?

And the number of these families in your town would surprise you. Step into any better-class home and you will find at least *one* of these magazines: Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's or World's Work. Tommy and Betsy are in them all — creating better-class trade for you in a season when better-class business is particularly welcome.

The introductory proposition on Vitralite Tints is worth knowing about. Tell us to send the details.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-Inc.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

If interested tear out this page and place with letters to be answered.

both in English and United States markets continue to show declines and the level reached on English markets is equal to the average of 1911. The following are white lead quotations: Ton lots, $14.95 per 100 lbs.; less than tons, $15.30 per cwt.

Putty at Recent Declines

Toronto.

The prices on putty are as the changes noted last week. The demand is reported to be light at present on this commodity. Quotations are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Shellacs are Steadier

Toronto.

No further changes are reported in shellac prices, and quotations made last week still hold. Present quotations show a considerable reduction from last season's prices. Orange shellac is quoted from $4.50 to $5.25 per gallon, and white from $5.00 to $5.75.

Linseed Market Firmer

Toronto.

There is a firmer tone reported in the oil market. Prices are down 5 cents from last week, and while the crushers do not expect to see lower prices at present and the price may possibly not advance there is an opinion that a favorable price has been reached, and this past week has seen more enquiries and more interest taken. Following are the present quotations:

	Raw.	Boiled.
1 to 2 bbls, per gal.	0 95	0 98
3 to 5 bbls, per gal.	0 94	0 97
6 to 9 bbls, per gal.	0 92	0 95

Less barrels add 15 cts. gal.

Southern Turpentine Market Stronger

Toronto.

Turpentine prices are 10 cents lower than the quotations given last week, but reports from Savannah and other Southern markets indicate a stronger tone down there and producer's prices have been advanced this week. The future trend is usually uncertain, but it is noted that there is often an increase in the price of turpentine at this time of the year until the new crop comes in. The present quotations are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 95
2 to 4 barrel lots	0 92
5 gal. lots	1 10

Glass Tone Little Firmer

Toronto.

Little new information is available on the glass situation. There are indications of a stiffening of the Belgian market, and it is reported that the Belgian manufacturers have decided to curtail production in order to stabilize the market. Although business continues lighter than is usual at this season there has been a little improvement, it is stated. Quotations while nominally unchanged, are varying from 60 per cent. to 60 and 10 per cent., and reports of offers below these figures are current. Some independent lists are being quoted on window glass at the present time.

GERMAN GOODS ARE FINDING THEIR WAY TO CANADIAN MARKET

The menace to Canadian industry from Germany appears to be not only real, but immediate, according to the Canadian Reconstruction Association, and while Germany is making a moan about her ruined industries, she is at the same time trying by every means in her power to regain the position in the world's trade she occupied before she plunged the world into war. The United States Department of Commerce has reports from Argentina showing how the Teuton is underselling American firms, a concrete instance being in the respective quotations for 10,000 car wheels. In Mexico, German manufacturers are offering hardware at 25 per cent. lower than U.S. firms. The low exchange situation, to some extent, explains the matter, but high exchange countries like Canada and the United States are menaced by countries whose currency is greatly depreciated in international trade.

Perfect Industrial Machine

In a recent statement, a British government official said that "Germany is still a perfect industrial machine, running at low speed, it is true, but undamaged as yet in its vital parts, and would respond readily to any stimulus. The Guaranty Trust Company, of New York, which has just issued an analysis of "German plans to extend foreign trade," written by the assistant manager of its international trade department, quotes this statement:

"German exports for the first five months of 1920 were valued at 23,688,000 marks as compared with 10,057,000 marks for the entire year of 1919. For the eleven months ending November, 1920, the United States imported from Germany imports valued at $84,000,000, as compared with $10,608,141 for the entire year of 1919."

German imports into Canada for the eight months period ended November 30, 1920, were valued at $725,322, as compared with a value of $11,862 for the corresponding period of 1919.

BOOSTING AUTOMOBILE ACCESSORY BUSINESS

Continued from page 45

Burd Ring Sales Co. of Can., J. B. Lawrence & Co., Sales, Ltd., A. J. Hopkins, Marshall Wells Co., Ltd., North Star Oil & Refining Co., Ltd. Great West Saddlery Co., Ltd., Wood-Vallance Limited, Canadian General Electric Co., Ltd., Globelite Battery Co., Ltd., D. Ackland & Son, P. A. C. McIntyre Co., Ltd., Weaver Manufacturing Co., Miller-Morse Hardware Co., Ltd., Burgess Batteries, Ltd., Lion's Auto Garage, Ltd., W. H. Hodgson & Co., A. Strong, The Polar-Liquid Co., Ltd., Hercules Bumper, Ltd., Moncrieff & Endress, Ltd., Hurst Auto Heater, North Star Anti-Freeze Co., Pyrene Mfg. Co. of Canada, Ltd., B. and M. Rubber Co., W. L. Renton & Co., Edw. White Co., Peters & Herron Co., Wm. M. Gordon & Co., Standard Machine Works, the Porcupine Sales Corporation, Ltd., W. Bruce Campbell, Canadian National Carbon Co., Prest-o-Lite Co. of Canada, Ltd., Canada Dry Cells, Ltd., Globe Shirt and Overall Co., Canadian Raybestos Co., Ltd., Essenkay Distributor, Champion Spark Plug Co. of Canada, Ltd., J. R. May & Co., J. H. Ashdown Hardware Co., Ltd., Richards-Wilcox Canadian Co., Ltd., Ronald J. J. Muir, J. & B. Manufacturing Co.

CALLS IT BUSINESS IMMORALITY

By CHARLES PIEZ, President Link-Belt Co., Chicago

ONE of the discouraging, if not alarming, symptons attending the present business depression is the attitude of the merchants, dealers and jobbers on the subject of cancelling orders. While a sudden and severe reduction in demand may warrant a distributor in holding up or cancelling an order, there is absolutely no justification for the position taken by many distributors that they can cancel or reduce orders without incurring any obligation.

If manufacturers are going to permit distributors to escape responsibility for losses involved in cancellations, then they will encourage overpurchases in the future, with the loss and derangement to business which such overpurchases and consequent cancellations involve.

It is only when a merchant, dealer or jobber realizes the responsibility he is under when he places an order, that he will investigate conditions before he buys, and base his order on an intelligent estimate of the demand.

The widespread feeling that orders can be cancelled with impunity must be cured by a more vigorous and definite insistence on accountability for losses involved; for it is essential to the continued soundness of our business structure that this piece of business immorality be permanently stamped out.

Dougall



"Save the surface and you save all" *Paint & Varnish*

The Varnish That Lasts Longest

A varnish that is absolutely impervious to boiling water. Ammonia-proof, Soap-proof, and Steam-proof. A varnish that can be washed with hot water and soap without the least injury to its original lustre.

Where the wear is hardest and where ordinary varnish will crack and peel, Univernish will give lasting satisfaction. It is the Varnish for universal use and is equally reliable on indoor or outdoor surfaces.

It will pay you to keep Univernish in stock. Your customers know it and our window trims and display cards will remind them of the fact that you sell "the one best varnish for anything that needs varnishing."

May we send you prices and particulars of our dealer proposition?

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Univernish

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 17½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 25%
Irwin Car Bits, add 20%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben $ 4 00
Good Morning, each 1 90
Lookout 2 35
Sleepmeter 2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINES REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 inch	$24 00	$
¼ inch	21 70	
5-16 inch	18 20	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.		24 25
¼ in.		22 55
5-16 in.		18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, add 20%; tie-out chains, 33 1-3%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 37
Plain Tinned, 16 oz. and heavier, lb.	0 38	
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 48
Tubing, lb.	0 49	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 48c f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

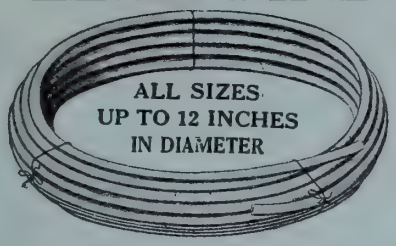
Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

CARTER'S

Stock It For Your Painter Customers—

CARTER'S GENUINE DRY RED LEAD

A high grade Red Lead that is always pure and uniform. When mixed with pure linseed oil it furnishes an easy spreading and economical surface protection for iron work, metal work, steam pipes, etc.

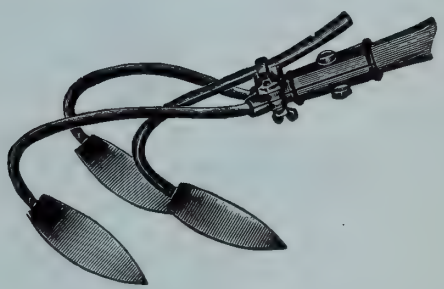
The same standard of goodness is characteristic of the other Carter products—Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge.

Keep a supply of all four on hand. You'll find them worth while.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Every Gardener is a Prospect

for this Cultivator. Amateur or professional, he will want the—



Ulrich Cultivator

for it will help him do his work quicker, better and easier. It can be adjusted for general cultivation, hilling, furrowing and covering and, with shield, for small plant cultivating. It will stand up under hard use, for the blades are of spring steel; shanks of ⅜-inch spring steel; the ferrule is of malleable iron and is bolted to handle; handle is of best grade ash 1¼ x 52 inches.

You'll have no come-back when you sell this tool.

Better send for full data at once.

Wiebusch & Hilger, Ltd.

Sales Representatives:
106-110 Lafayette Street, New York

Canadian Selling Agent:
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.
Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 15%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, cast iron, 25%; plugs, solid, 10%; plugs, countersunk, net; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Ga
A	0 60	0 75
B	0 25	0 35
C	0 16	0 15

Toronto and Montreal.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	1 10	1 10
4-inch	1 32	1 21
5-inch	1 54	1 43
6-inch	1 87	1 65

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.
Discount 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand. Toronto. in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric
Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 45
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	13 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 25%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	48 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.
F.O.B. Montreal, $5.20.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $5.75; London, $6.40 base; Toronto, $6.20.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



TRADE
ELASTICA
MARK.

At The Hardware Convention

Visitors to the recent Hardware Convention at Hamilton will recognize the above picture of the Elastica Paint and Varnish booth.

We are glad to have had this opportunity of meeting so many of our friends in the Canadian hardware trade, and are confident that the advantages of the complete Elastica Paint and Varnish line as demonstrated in this exhibit will appeal to many who are not already connected with us.

Complete information re the exclusive Elastica Agency will be mailed on request.

INTERNATIONAL VARNISH CO. LIMITED.

VANCOUVER, HALIFAX **TORONTO** MONTREAL, WINNIPEG

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch.	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

Per 100 lbs.

Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
	Mont.	Toronto.
Imp. White Sheathing	$7 75	....
Imp. Grey Sheathing	5 75	....
Scythe Brand dry straw	5 10	5 10

Spruce Sheathing, 36" and 72" wide	8 75
Asbestos Sheathing	13 50
Carpet Felt	6 50
Tarred Felt, 7, 10 and 16 oz.	5 35

F.o.b. Toronto and Montreal and Hamilton.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 49, March 1, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	....	....
3 in.	55 46	69 23	....	....
3½ in.	70 38	86 94	....	....
4 in.	83 39	103 01	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 43	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	95 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$18	40
3 in. in 10-ft. lengths, list.	22	30
4 in., in 10-ft. lengths, list.	29	60
5 in., in 10-ft. lengths, list.	40	00
6 in., in 10-ft. lengths, list.	49	00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN	Tor. Per box	Mont. Per box
Prices only nominal		
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 20
No. 3	4 20	4 75
No. 4	5 00	5 20

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING		
No. 0	$7 50	
No. 1	8 25	
No. 2	9 25	
No. 3	11 00	
No. 4		$12 75
No. 5		15 25
No. 6		18 00
No. 8		18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 in 1), sq.		$6 50

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 55
Do., 5-32 in.	0 54
Do., 3-16 in.	0 51
Do., ¼ in. and up	0 50

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—60 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
718—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 80
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 80
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale	Stamping extra
Champion—	List	
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand which will be created for you.



Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

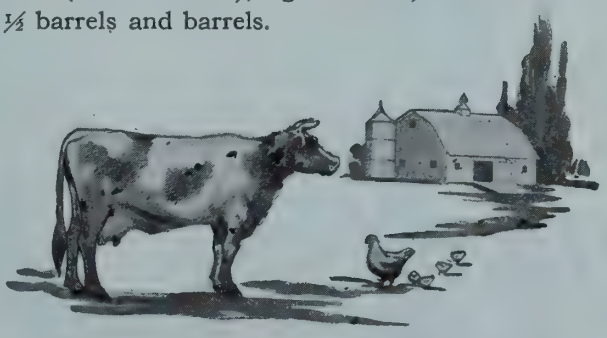
It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallcn cans (12 to the case), 5-gallon cans, ½ barrels and barrels.



WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gapge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 ga.	9 60	9 25

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 50

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60 per cent. off list.

McClary Glass Front Oven No. 70, each, net 6 00

Detroit Glass Front Oven, No. 85, each, net ....

Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$8 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920.	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.
1921 prices not yet issued.

500 feet	....
550 feet	....
600 feet	....
650 feet	....

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
(b) removable set	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $13.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 75	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.90.
Coiled Spring Wire, 9 gauge, $5.05.
Bark Wire on application.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TINKER TOM'S TALKS.

No. 301

A Tip to Tinsmiths

In our daily production of Premier Galvanized Steel Sheets we set aside a ton or more of

Galvanized Sheet Seconds

These are whole sheets, with slight surface defects, spots on one side, or corner turned down—and for many uses are practically as good as Primes.

They are used largely for valleys, flashing, hot air pipes, small manufactured articles of all kinds.

Order a couple of bundles with your next lot of Premier. The reduced cost is a considerable saving.

Every jobber sells our Made-in-Canada Sheets.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-20
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto 60%; London, 60%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	....	27 00
81 to 84	....	34 00
85 to 90	....	36 50
91 to 94	....	37.25
95 to 100	....	43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 05
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

OILS—	
Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	....
Do., House Colors, colors	....
Do., Preservo Paint, white	....
Do., colors	....
Do., floor paint	....
Do., Sani-Flat	....
Moore's Porch and Deck Paint	....
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PUTTY
See Weekly Report.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC	Pure white	Pure orange
Per bbl.	$5 00	$4 50
Gal. jugs	5 50	5 00

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	8 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Muresco	8 80	9 90
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED			
		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gliders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto London

GLASS

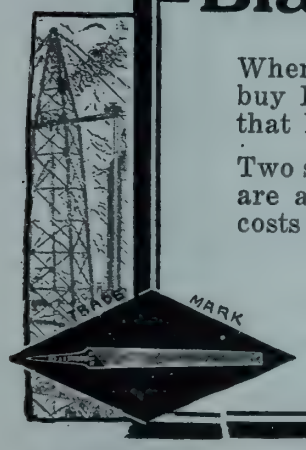
We are receiving quantities of Belgian Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50 cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅝ in and smaller, up to 6 in., 5%; over 6 in., 10% adv.; 7-16 in. and larger, 10% adv.; Machine, ⅜ in. and under, up to 4 in., 20%; over 4 in., 7½% adv.; 7-16 in. and over, 7½% adv.; machine set screws, 25%; plough bolts, net list; stove bolts, 55%; shaft bolts, 15% adv.; tire bolts, 30%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil., Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS. LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS. FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS. HORSE Each
Stewart, No. 1 ..... $10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in	$10 00	.....
26 to 40-in.	12 15	18 35
41 to 50-in	13 10	19 80
51 to 60-in.	13 50	20 40
61 to 70-in.	14 00	21 15

GLASS (Plate)
20%.

GLOBES, LANTERN Doz.

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 90
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.
Light Strap—3 in., $1.15 per doz. prs.; 4 in., $1.40; 5 in., $1.60; 6 in., $1.95; 8 in., $2.90; 10 in., $4.05.
Light Tee—3 in., $1.15 per doz. prs.; 4 in., $1.30; 5 in., $1.50; 6 in., $1.75; 8 in., $2.10; 10 in., $2.75.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 100-lb. tins, $18.10.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS
Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.45. Cut, f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all", Paint & Varnish



"Save the surface and you save all", Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by" of their need for Wa-Ko-Ver Stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 99
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 [illegible]
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 48	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	79 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
Iron, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 8
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach 10%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids; nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 60
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$21 10	$21 60
¼ in.	18 58	19 08
5/16 in.	17 46	17 96
⅜ in.	16 20	16 70
7/16 in.	15 22	15 72
½ in.	14 66	15 16
9/16 in.	14 52	15 00
⅝ in.	14 38	14 88
¾ in.	14 24	14 74
⅞ in.	14 10	14 60
1 in.	14 10	14 60
1⅛ in.	14 10	14 60
1¼ in.	14 38	14 88
1⅜ in.	14 38	14 88
1 7/16	14 38	14 88
1½ in.	14 38	14 88

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—20% off list.

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Harvey Boltless Auto Springs

Display Rack

Made of selected hardwood. Well made and serviceable. Finished in natural wood 30 in. high. Will hold 12 springs. With this rack to display and a stock of replacements at hand, you will find it easy to sell the Harvey Springs. This "Silent Salesman" means money to you.



Model AA

Our Guarantee

We guarantee every Harvey Auto Spring against breakage or sagging for one year. Defective springs returned to us, transportation prepaid, will be replaced without charge.

Write to-day for prices and full particulars. We are close-at-hand to give the Western dealer the utmost in service.



Fig. 1

Regular centre hole, punched cold, the usual way. Note invisible fractures in structure of steel, as shown by magnifying glass.

A Fast Selling Line

The Harvey guaranteed "Boltless" Auto Springs are unsurpassed. Made by the Patented Harvey Process. Built on a better principle that gives added strength and makes the Harvey a superior spring. For wearing and lasting qualities no other can equal them. Your automotive accessories customers will be delighted with these reliable and durable Harvey Boltless Auto Springs. Remember, they are fully guaranteed.



Fig. 2

The Harvey head is forged hot. No metal is removed. The fibre of the steel remains unbroken. It has the advantages that make the general superiority of the product, collectively.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

North Star Oil & Refining Company LIMITED

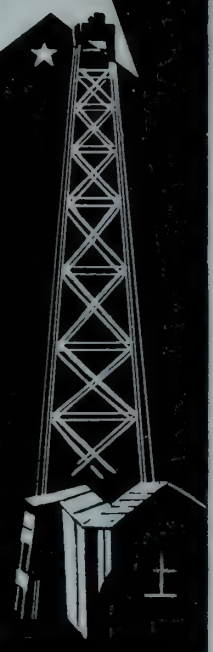
WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil



Head Office
WINNIPEG
Branches throughout the West

G. W. METALS
are superior

Manufacturers of the famous

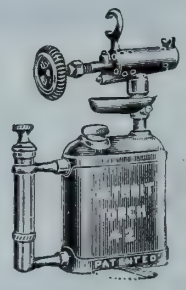
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.



In design and construction it is the best torch of this type on the market to-day.

Detroit Torch
Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on botton of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

"Dazee Brand" Woodenware

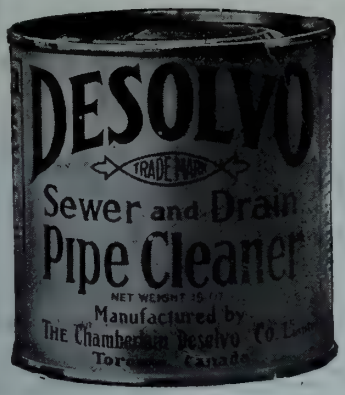
Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

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DESOLVO

There is None Better

for cleaning clogged drains, thawing frozen pipes, building business, making new friends, bringing repeat orders, and making the cash register ring.

THE CHAMBERLAIN DESOLVO COMPANY

109 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ont.

Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED

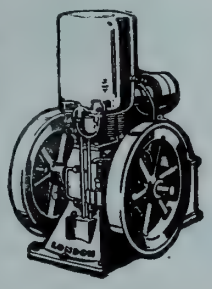
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

"Perfect" is a Bold Word

But, nevertheless, we use it in describing the

LONDON ENGINE

Perfect in design, workmanship, material and efficiency — perfect with the same degree of accuracy as the shells turned out by our mechanics, expert mechanics, during the war years.



Reliable Dealers Everywhere!

The "London" is a fully guaranteed engine that will bring prestige with its sale.

London Gas Power Co., Ltd.
29 York St. London, Canada.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

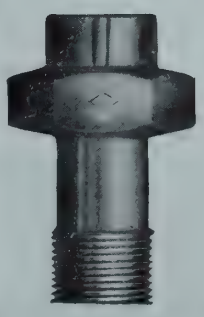
Manufactured by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
James Morrison Brass Mfg. Co., Ltd., Toronto.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
McLain, The Louis Co., Toronto.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Auto Accessories, Equipment and Supplies. (Jobbers)
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Kales Stamping Co., Limited, Walkerville, Ont.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Ltd., Hamilton.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., Ltd., St. Catharines, Ont

Bolts, Flush
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Walter Woods & Co., Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spielman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
N. Slater Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Brass Fittings and Rods
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont



Meakins Brushes

Sell Meakins Brushes—a brush for every purpose.

Sell Meakins Brushes for satisfied customers.

Sell Meakins Brushes for repeat sales.

Sell Meakins Brushes for profit.

Sell Meakins Brushes, a high quality line, made from selected materials by skilled Canadian workmen, for bigger, better business.

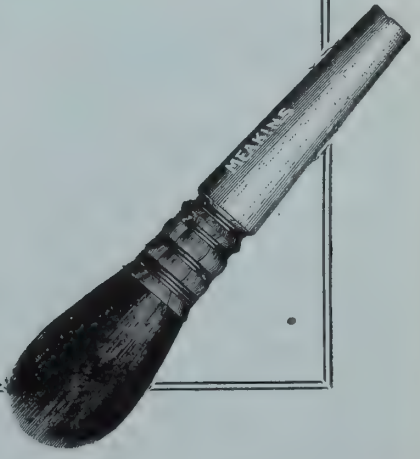
Write for complete catalogue or order through your jobber.

Meakins & Sons Limited

Hamilton, Ontario

Warehouses:
Winnipeg, London, Toronto, Montreal, Vancouver.

PILKINGTON BROS.
Calgary, Alta.



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Stees Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mf.. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The United Royalties Corp., New York, N.Y.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Churn, Mixer
The United Royalties Corp., New York, N.Y.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que
The Flexible Shaft Co., Limited, Toronto.

Clippers, Horse and Cow
The Flexible Shaft Co., Limited, Toronto.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

Clothes Line Reels
The United Royalties Corp., New York, N.Y.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

THE BUYERS' GUIDE

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drainers, Cellar
James Morrison Brass Mfg. Co., Ltd., Toronto.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood
The United Royalties Corp., New York, N.Y.

Egg Cases
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.

Fence Posts
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

THE BUYERS' GUIDE

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y
The Canadian Hart Products Ltd., Hamilton, Ont.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose Clamps
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Empire Brass Mfg. Co., Ltd., London, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hose Menders
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

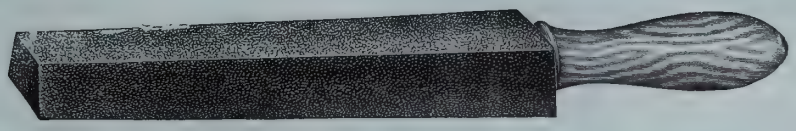
Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.



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Hamilton, Canada



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co. Vancouver, B.C.

Lead Pencils
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

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Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lock Washer Equipment
Sleeper & Hartly, Inc., Worcester, Mass.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

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Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
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The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

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Canadian General Electric Co., Toronto.

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Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

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Hobbs Mfg. Co., Montreal, Que.
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
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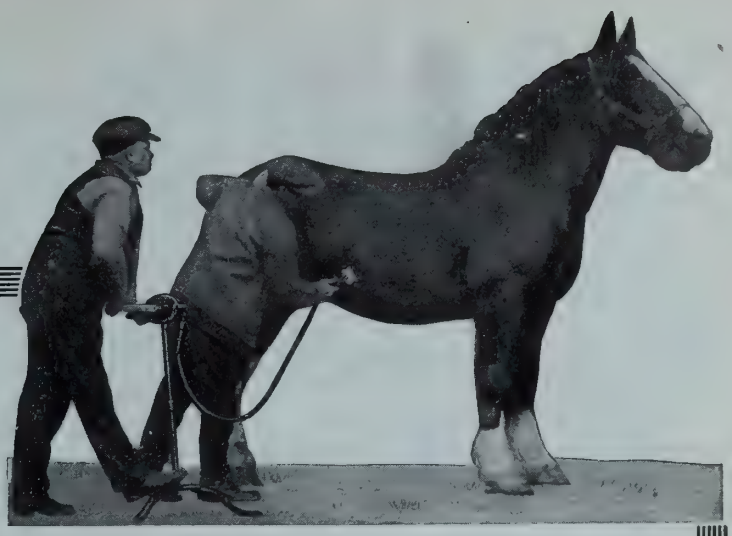
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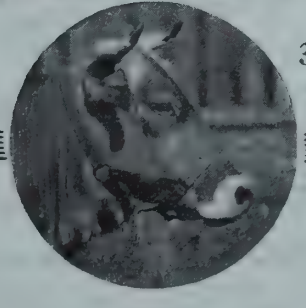
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Nail Machinery
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Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nitrogen Lamps
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stones
The Canadian Hart Products Ltd., Hamilton, Ont.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull. Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Perforated Sheet Metals
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Percolators, Coffee
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe Fittings
Fittings, Limited, Oshawa, Ont.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.



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The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co. Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sharpeners, Knife
The Canadian Hart Products Ltd., Hamilton, Ont.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

THE BUYERS' GUIDE

Spanners
J. H. Williams & Co.. Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd , Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Wire Coiling Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
D. Moore Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Switch and Receptacle Plates (Flush Type)
Ontario Lanter & Lamp Co., Ltd., Hamilton, Ont.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thermos Bottles
The Thermos Bottle Co., Ltd., Toronto.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Gate
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Hamilton, Ont

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

THE BUYERS' GUIDE

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Metal Weatherstrip Co., Ottawa, Ont.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Weeders, Garden (hand)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wireworking Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
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Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

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The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Appliances Limited, Toronto.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
J. H. Connor & Son, Limited, Ottawa, Ont.
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Mo...
Wrought Washer Mfg. Co., The, Milwau... Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



The 33rd Annual Spring Buying and Directory Number of Hardware and Metal will be issued on March 19. It will be the best number ever produced in Canada. Watch for it.

Dealers Should Get Out and Listen

If dealers would get out where they could hear men talk freely about tires, they would get some valuable pointers.

READ THIS LETTER

Dear Bert:-

Since talking with you in January, I have often thought how some of you hardware dealers would wake up if you could hear motorists talking among themselves. Motorists pay hard-earned dollars for their tires and don't do any boosting without good reason. Last summer, I heard so much boosting of "Gutta Percha" Tires and so many wild tales of mileage that I thought there was an Ananias contest on; but they were in dead earnest. Ed. Canby, you know him, persuaded me to buy a "Gutta Percha" Tire. That was six months ago, and it looks good for six months more. I have four "Gutta Perchas" now and they wear like they were eternal. Being a salesman on commission, I have to buy my own tires and the price comes out of my bread and butter. I watch my mileage like a hawk and I am not deceiving myself, or you either, when I say "they beat 'em all." It's a wise dealer who stocks "Gutta Percha" Tires because they are the winners on the road and that means they are sellers in the store. A friend of mine got 12,000 miles out of his, and a truck I know of went over 30,000 miles each on two rear tires. It's only fair to boost a good article; everybody's doing it.

BOB.

Mr. Dealer:—This User-Boosting is going to do a lot of good for some dealer in your territory. Why not you?

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Cities of the Dominion

If interested tear out this page and place with letters to be answered.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

A Seasonable Suggestion

Rod Repairing



TRADE-MARK
Sign of Quality



TRADE-MARK
Sign of Quality

Dealers in Fishing Tackle will make friends of their customers by reminding them of the coming trout season and suggesting that they leave their fishing rods in to be overhauled and repaired right away. Take the orders and send the rods to us. We operate the only rod-repairing department in Canada.

Allcock, Laight & Westwood Company, Limited

Tackle Exclusively — Established 1800

70 King St. West — Toronto, Ont.

Our Beaver and Stag Brands of Fishing Tackle are sold by leading Dealers everywhere.

Acornette Pump Connection



ECONOMY!

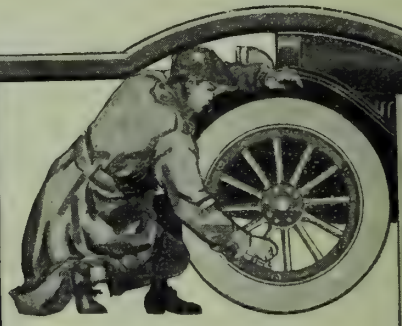
The Improved Acornette makes a timely appeal to motorists because it gives them more for their money.

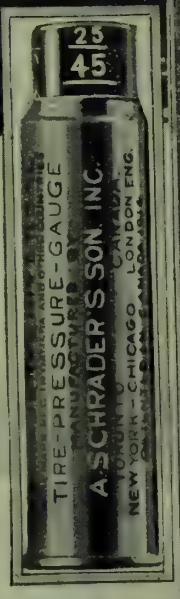
The Acornette design prevents buckling and retards chaffing of the rubber washer. The result—Acornette grips the tire valve tighter and the washer lasts longer.

"Thru your jobber his service is economy."

STEVENS & COMPANY
375 Broadway — New York City

STEVENS PRODUCTS





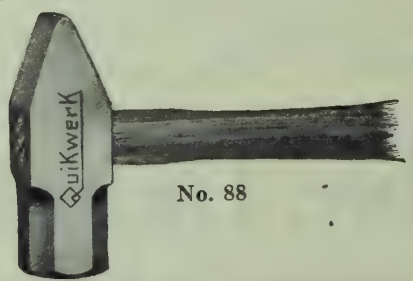
Have You Had Trouble With Your Tires?

MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE



No. 88

HANDLED HAMMERS

Full polished head or black japan finish with polished face and pein; handle, hickory. There is no better hammer made.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. - - Warren, Ohio, U.S.A.

If interested tear out this page and place with letters to be answered.

B.S.A. FIREARM "SAFETIPASTE"

TRADE MARKS
B.S.A.



Retails in Collapsible Tubes, size as illustrated.

B.S.A. Firearms Safetipaste

Something Every "Shooter" Needs

And buys when it's explained

Every man who owns or uses a gun, rifle or revolver hates the unending struggle against the chemical action of modern, high-power, nitro-powder ammunition. When the firearm is used, carefully cleaned and put away it will be rusted the next day. This corrosion nuisance is the bane of modern shooters.

B.S.A. Safetipaste ends this trouble. A little Safetipaste on a flannelette patch run through the bore prevents all trouble from chemical action. The rifle may be put away with perfect safety and cleaned later, or it may be thoroughly cleaned at once. In either case a film of Safetipaste left in the bore protects the steel, and the lands of a rifled weapon from the ravages of the powder.

You can sell Safetipaste to every customer who uses firearms.

Retails in tubes, as illustrated, and also in ½ lb., 1 lb., and 5 lb. tins. Don't miss these sales and the good-will of the delighted "Shooters." Many of them already know Safetipaste and want it.

In Stock at Montreal

The Birmingham Small Arms Company, Limited, England

FRASER COMPANY

10 Hospital Street Montreal, Canada

Production Equipment Co., Union Square, New York

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EVEREADY DAYLO

OUR PRIDE IS IN PROMPT SERVICE

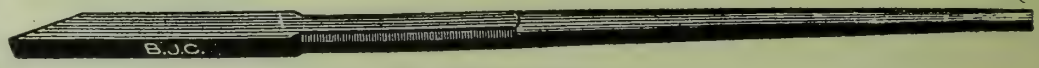
We can supply you with EVEREADY Batteries, Cases and Bulbs at very short notice, but it will help us if you order early.

Our Catalogue is Yours for the Asking

EVEREADY DAYLO

SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL

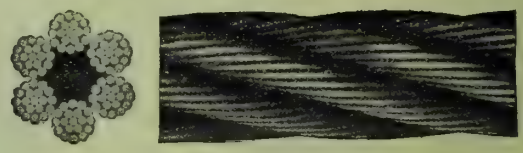
OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Made in Scotland.

TRADE MARK "MORRISCA"

Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co *Limited*
Hamilton Canada

PLUMBS SAND'S LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

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Write for Catalog

Order Northland Skis

Now for Next Season. Prices Are Down

New world's record jump is 229 feet. Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.
St. Paul, Minn.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

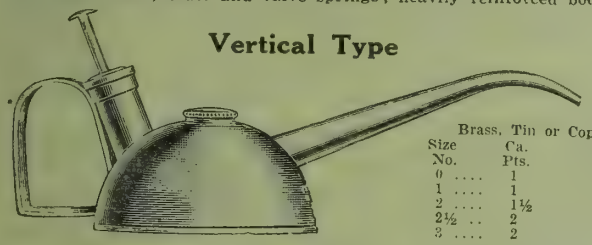
FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held.
All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Vertical Type



Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
Brass, Tin or Copperized.			
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Automotive Type



Size No.	Ca. Pts.	Spout Lg. Inches
Brass or Copperized		
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

Patented, Copyrighted, Manufactured only by the

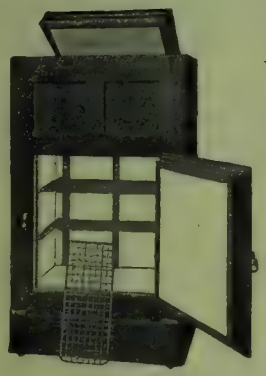
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Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

ASK ANY JOBBER

Eastern Representatives—A. G. & A. L. Brown & Co., Ltd., Montreal
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SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
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Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
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WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

When writing to advertisers kindly mention Hardware and Metal.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

EXPERIENCED SALESMEN IN ALL PARTS of Canada to sell staple lines, commission basis. Exclusive territory. A good proposition to business getters. State what lines you now handle. Box 242, Hardware and Metal.

WANTED—HARDWARE CLERK, TWO OR three years' experience, good penman, with some knowledge of bookkeeping. Apply, stating experience and salary to Box No. 50, Hardware and Metal.

WANTED — MAN WITH EXPERIENCE TO compile catalogue for wholesale hardware firm. Good position for the right man. Give full particulars as to experience. Apply Box 40, Hardware and Metal, 128 Bleury Street, Montreal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

EXPERIENCED HARDWARE MAN DESIRES position as store manager. Available March 1st. Married. Box 51, Hardware and Metal.

EXPERIENCED HARDWARE MAN IS DESIRous of locating position in Western Ontario, thoroughly conversant with all lines for over nine years and capable of taking charge of store, doing advertising and window decorating. Best of references. Services available March 7. Box 93, Hardware and Metal.

STORE MANAGER — TWELVE YEARS' EXperience with one firm desires change. First-class references. Box 33, Hardware and Metal.

FOR SALE

FOR SALE — HARDWARE, GOOD TOWN, light, well assorted stock about forty-five hundred. Very reasonable rent. Apply Box 27, Hardware and Metal.

FOR SALE — ONE-EIGHTH FOOT STEEL Brake, complete. For particulars write Chas. C. Lee, Goderich, Ont.

HARDWARE AND TINSMITHING BUSINESS for sale in head of lakes city. Well established. Bargain for cash buyer. Illness necessitates change. Box No. 99, Hardware and Metal.

FOR SALE—FIRST-CLASS HARDWARE AND tinsmith business in one of the best farming districts in Ontario. A real money-making proposition. Stock and tools about $3,500. Building can be bought or leased. Dwelling upstairs. Apply Box No. 20, Hardware and Metal.

FOR SALE—ABOUT 500 LBS. ASBESTOS paper at 10c lb.; 6 Perfection oil heaters, No. 525, at $5.75 each; 6 only 1½" genuine Jenkins valves, at $4.75. Terms, net 30 days. Box 77, Hardware and Metal.

BARGAINS IN LUBRICATING OILS

Limited quantity.

Polarine in barrels.....$0 75 per gal.
Mobile Gargoyle A ..... 1 10 per gal.
Mobile Gargoyle Arctic and E..... 1 05 per gal.
In ½ barrel 5c extra, and $5.00 extra charged for barrels, which is returnable on return of barrels to Toronto.

References in Bradstreet's and Dun's, under Beaumaris, Muskoka.

Winter address: Leonard Prowse, 22 Cornish Rd., Toronto.

WANTED

WANTED—EXPERIENCED TRAVELLER FOR line of aluminum ware and hardware specialties for Eastern Ontario and Ottawa Valley. The Louis McLain Co., Ltd., Kitchener, Ont.

REQUIRE EIGHT-FOOT CORNICE BRAKE IN good condition. Reply stating price and particulars to A. L. Charlebois, Saskatoon, Sask.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
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Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada

TORONTO

SNOWSHOES

Sole Distributers of the

GENUINE SALMON & SON SNOWSHOES

A. E. McGREGOR & CO.

Huntsville, Ontario

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

TO MANUFACTURERS

We are open to represent manufacturers in Western Canada. We will not handle any competitive lines. Our organization offers manufacturers every facility necessary to successful marketing of their product. Get in touch with us at once.

A. J. MITCHELL SALES, LTD.
Board of Trade Bldg.
WINNIPEG, MAN.
Phone—A8569.

OLD ESTABLISHED SHELF AND HEAVY HARDWARE BUSINESS FOR SALE

In best town in New Ontario. Stock reduced to $13,000.00 and fixtures about $1,000.00. Established Thirty-One Years. Reason for selling advancing years and ill health of Mr. James Purvis. Premises very commodious and can be rented or bought. Apply to

PURVIS BROS., LIMITED
P. O. Box 1288, Sudbury, Ont.

Opportunities are offered every week on this page.

Are you making use of them?



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.





POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK



Retail Prices		
Single Spiral Colored Bands		$1.00 for 100
Ribbon Bands Colored		$1.65 for 100
Challenge Adjustable Bands		.90 for 100

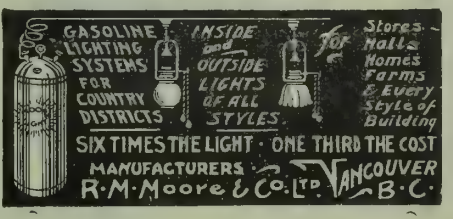


Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.



Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal





"Chief Ruff-Stuff"

Stands for WAUSAU Sandpaper; it's so good that everybody's asking for the sandpaper with the Indian head on it. Get our new circulars.

Wausau Abrasives Company
114 So. Clinton St. - Chicago

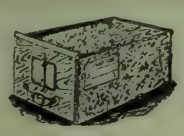
Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

TANGLEFOOT PRODUCTS

STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.

THE O. & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd... 100
Allcock, Laight & Westwood 98
Aero Mfg. Company 36
Ashdown Hardware Co., J. H. 81
Atkins, E. C. & Co. 19
Atlas Iron, Wire and General Metal Works 32

Barton Netting Co. 31
Barrett Co., Ltd. 73
Barnett Co., Ltd., G. & H. .. 77
Brett Co., The 82
Birmingham Small Arms Co., Ltd. 99
Brown, Wm. J. 67
Boeckh Co., Ltd. 61
Brandram-Henderson 48-49
Brown Boggs Co., Ltd. 25
Butterfield & Co. 10
Butler & Co., Geo. 27
Burgess Batteries .... Back cover

Cameron & Co. 103
Canada Metal Co. 29-69-83
Canada Steel Goods Co., The.. 3
Cane, Wm. & Sons Co., Ltd... 25
Cannon Oiler Company 101
Canada Hart Products, Ltd. . 89
Can. Wire & Iron Goods Co... 100
Canada Die Casting Co. 103
Can. Tube & Steel Products .. 24
Can. National Carbon Co., Ltd. 16
Canadian Winkley Co. 98
Can. Foundries & Forging Co., Ltd. 8-9
Cartland, James & Sons, Ltd.. 22
Chamberlain Desolvo Co. 83
Channell Chemical Co. .....
Inside front cover
Caverhill Learmont & Co. ... 34
Carswell Morris & Co. 100
Carter White Lead Co. of Canada, Ltd. 69
Cleveland Stone Co. 28

Collette Mfg. Company 23
Coghlin Co., Ltd., B. J. 100

Detroit Torch & Mfg. Co. 82
Davidson Mfg. Co., Ltd., The. 18
Diamond Saw & Stamp. Wks. 103
Dom. Sheet Metal Corp. 75
Dominion Belting Co., Ltd. ... 100
Dom. Linseed Oil Co.. Front cover
Dougall Varnish Co., Ltd. 67
Doon Twines, Ltd. 103
Dowswell Lees & Co., Ltd. ... 7

Eddy Co., E. B. 15

Fittings, Limited 83
Flexible Shaft Company, Ltd. 91

Guelph Spring & Axle Co..... 103
Goodell-Pratt Company 4
Gutta Percha & Rubber, Ltd. . 97
Gendron Mfg. Co. 31
Glidden Co., The 59
Graham Nail Works 93
Greenfield Tap & Die Corp. . 13
Great Western Smelting & Refining Co. 82

Hamilton Cotton Co. 30
Hamilton Stamp & Stencil Works Ltd. 103
Hamilton Stove & Heater Co.. 6
Hobbs Mfg. Co. 77
Hutton & Co., James 82

Ingersoll File Co. 22
International Varnish & Color Co. 71

Jardine & Co., A. B. 17
Jennings Mfg. Co., Russell ... 103

Kienread, P. R. 82
K-T Foundry 93

Laidlaw Bale & Tie Co. 24
Lamplough & Co., F. W..... 24

Leslie, A. C. & Co., Ltd. ... 36
Lordon Gas Power Co. 83
London Rolling Mill Co. 31
Lufkin Rule Co. of Can., Ltd. 104

Mab Company 26
Macfarlane, A. & Co. 12
McArthur & Co., Alex. 25
McDougall Co., R. 26
Manning, Hinton & Brissenden. 103
Marples & Co. 20
Martin & Co., L. 83
Mica Co. of Canada, Ltd. ... 100
Maxwells, Limited 29
Meakins & Sons, Ltd. 85
Moore, Benj. & Co. 63
Moore & Co., R. M. 103
Morrison Brass Co., James 21
Myers & Bro., F. E. 31

National Cash Register Co. of Canada, Limited 2
Nagle & Co., H. 18
Nicholson File Co. 23
Northland Ski Mfg. Co. 101
Niagara Metal Stamp. Corp... 32
Nova Scotia Steel & Coal Co. 31
North Star Oil & Refining Co. 82
Norcross, C. S. & Sons 93

Oakey & Sons, John 101
O-Rib-O Mfg. Co. 82
Owen Sound Wire Fence 103

Peck, Stow & Wilcox .....
Inside back cover
Parmenter, Bulloch & Co. 32
Pink Co., Thos. 32
Progressive Mfg. Co. 101
Pratt & Lambert, Inc. 65

Ramsay & Son, A. 63
Reed & Co., Geo. W. 29
Russell Jennings Mfg. Co. ... 103
Rideau Specialty Co. 103
Rice Lewis & Sons, Ltd. 1

Rowbotham, T. E. & Son 30
Rogers & Sons, Henry 93

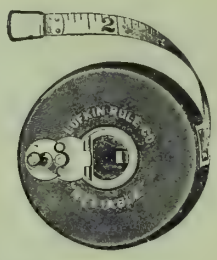
Sands, J. & Sons 100
Sanderson-Harold Co., Ltd..... 101
Sheet Metal Products, Ltd. ... 11
Shurley-Dietrich Co., Ltd. ... 28
Sheffield Twist Drill & Steel Co. 21
Shurly Co., T. F. 26
Slater, N. Co., Ltd. 5
Simonds Canada Saw Co., Ltd. 24
Schrader, O., Sons, Inc. 98
Starrett Co., L. S. 14
Stanley Works, The 11
Speilman Agencies 100
Steel Co. of Canada, Ltd. .23-67
Stephens & Co., G. F. 79
Steel Trough & Machine Co. . 30
Stevens & Company 98
Still Mfg. Co., J. H. 27
Sterling Twine Co. 83
Stratford Mfg. Co. 30
Tanglefoot Paper Co. 103

Taylor-Forbes Co., Ltd. 20
Toronto Plate Glass Imp. Co.. 77
Toronto Lock Mfg. Co. 30
Trees & Co., Samuel 21
Trimont Mfg. Co. 28

Union Iron & Metal Co. 21

Vol-Peek Mfg. Co. 18

Want Ad. Page 102
Warren Tool & Forge Co. Ltd. 98
Wentworth Mfg. Co. 18
Western Hdwe. Mfg. Co. 26
Wausau Abrasives Co. 103
Woods & Co., Walter 28
Wrought Washer Mfg. Co. ... 29
Wilckes-Martin-Wilckes Co. ... 103
Williams, J. H. & Co., Ltd. .. 19
Wiebusch & Hilger, Ltd. 69
Wilkinson & Kompass 101
Wright & Co., E. T. 20



LUFKIN

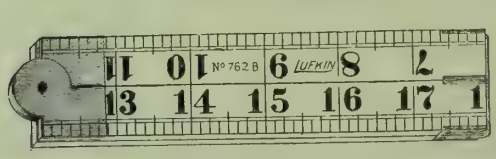


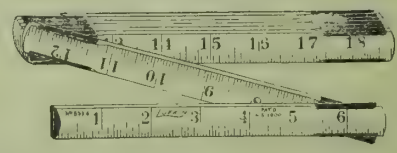
Tapes and Rules

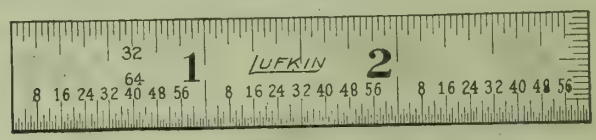
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

When Writing Advertisers Please Mention This Paper



Here's Another Pexto Wrench

No. 45 Polished; No. 045 Semi-Finished.



No. 45

AN ADJUSTABLE ANGLE WRENCH that is sure to appeal to mechanics, automobilists, garage-men and the trade in general.

The adaptability of the tool is so evident that it will require but a few words to demonstrate its usefulness and that it will replace a number of solid wrenches.

The finish and general makeup of the wrench is such that it will attract attention wherever displayed.

It is a Pexto Product and that alone will recommend it to critical buyers of good tools.

Let your jobber have a generous order; they will be rapid sellers.

If you have not received a copy of our new No. 20 Catalog, let us mail you one. You will find it interesting and instructive.

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.



Your Satisfied Customer

—is the one who boosts for you

He builds your reputation and profits. He brings you repeat orders and new customers.

BURGESS BATTERIES make satisfied customers through the unequalled service they give at no extra cost. If better batteries could be made we would naturally supply them because Mr. Burgess, head of this Company, is the "Edison" of the battery world. His inventions are responsible for the wonderful development of the battery industry and the supremacy of the BURGESS line.

Battery demand goes on throughout the year, and as the seasons change new uses arise for which Burgess Batteries can be confidently recommended. Even in wet and damp weather Burgess Batteries continue to deliver power past their guaranteed capacity—truly proving that their *"Long Life Promotes Long Friendships."*

BURGESS BATTERIES, Limited
WINNIPEG

BURGESS DRY CELLS

Years of research and over fifty different exclusive patented features on batteries and accessories combine to ensure the supremacy of the BURGESS Line.

Our No. 6 battery is energetic, vigorous and enduring. It is tested, inspected and fully guaranteed to give dependable service.

Burgess Flashlight batteries sold in unsealed cartons have strong brass terminals, heavy zinc containers, and are uniform in size and quality



ROUND CARTON

BURGESS UNIPLEX BATTERIES

Made in Six Shapes

Multiples of No. 6 batteries assembled in a water-proof container of felt and asphaltum.

The cells are permanently connected in series with terminals covered by insulation which, with large insulated nuts, make accidental short-circuiting impossible.

This Guarantee Protects Your Profits

"You are protected by our unqualified agreement to replace any BURGESS product which does not give satisfaction"—and we make replacements promptly without any red tape.



BURGESS BATTERIES

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 11 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MARCH 12, 1921

M·S COVER THE EARTH

SHER-WILL-LAC

THE SHERWIN-WILLIAMS Varnish Stain of Guaranteed Quality



GUARANTEED by the "Cover the Earth" Trade Mark on the label. And worthy of your recommendation on that account because "Cover the Earth" Paints and Varnishes are accepted everywhere as the best that money can buy.

Back of every dealer who displays Sher-Will-Lac this coming season will be a vigorous campaign of consumer advertising. And in addition Free Sample and Cumulative Discount plans that will make regular displays of Sher-Will-Lac worth the while of every aggressive paint and varnish man.

Write for details of this sales building proposition.

THE SHERWIN-WILLIAMS CO. of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



SELLS TWELVE MONTHS IN THE YEAR

—because there is always something in a woman's wardrobe that needs the color-change or the color-reviving that Aladdin alone can satisfactorily supply.

—because Aladdin is just as much at home on the exclusive City Avenue as in the Country or Village.

—because the magic wrought by Aladdin is just as much apparent on Winter garments as on those worn in other Seasons.

—because Aladdin is needed for the household drapes as well as for garments.

—because our Advertising runs steadily throughout the whole year—telling of the Aladdin merits to millions of women and directing hundreds of them to your store for this greatest of dye soaps.

CHANNELL LIMITED -- TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Products



SAMSON ROOFING

will keep that
"rubbery" life
it has when laid

Fully Guaranteed

HOWLANDS SAMSON QUALITY H.S.HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO., Ltd.

TORONTO

HOWLANDS SAMSON QUALITY H.S.HOWLAND SONS & CO TORONTO

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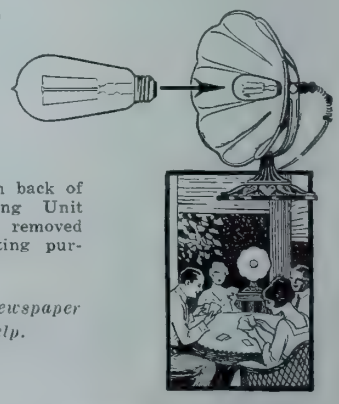
UNIVERSAL

Sunflower HEATER



THOSE who are uncomfortably cold want to be comfortably warm. On chilly spring days when the coal bin is empty and the furnace goes on strike, the UNIVERSAL Sunflower Heater warms up to the occasion.

The UNIVERSAL Sunflower Heater is new—a highly improved type in every feature from appearance to service. It is unique in design, handsomely finished and thoroughly efficient in heating qualities. Its usefulness is all-round and year-round. It sells best when needed most, which means right now—during the chilly days of spring.



Rich Florentine Bronze Finish. Highly Burnished Copper Reflector casts radiance resembling a huge sunflower. Cool Handle conveniently placed on back of Adjustable Reflector. Heating Unit with Lamp Socket Base easily removed to insert lamp for illuminating purposes. Strong Wire Guard.

Write for ready-to-print Newspaper Ads. and other sales help.

LANDERS, FRARY & CLARK

NEW BRITAIN, CT.

Canadian Representatives:

Montreal A. MACFARLANE & CO., LTD. Quebec

UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.

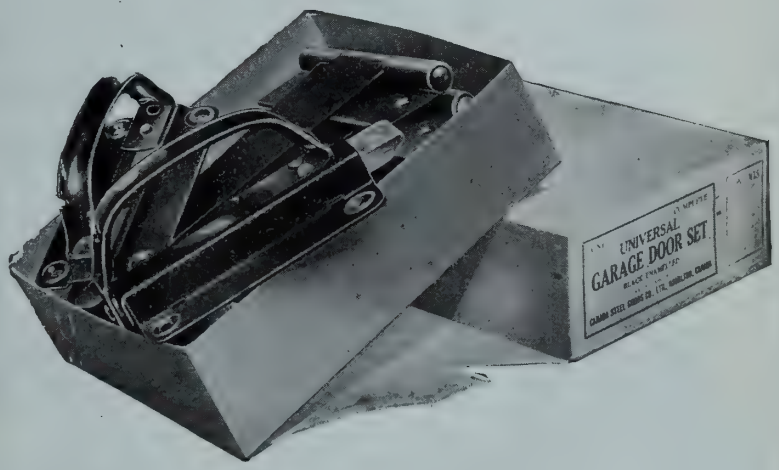


Packing

That Reduces Selling Cost

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6-inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.



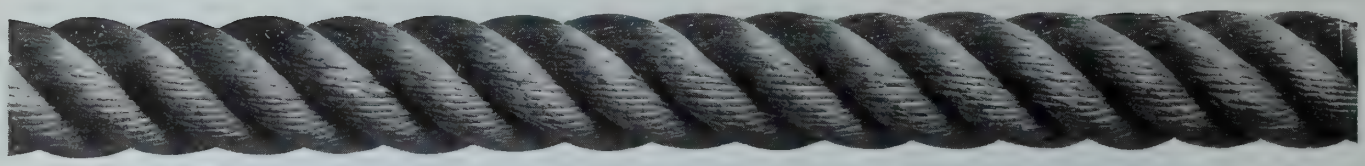
This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for prices.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Clothes May be All Wool and Yet be Unsatisfactory

There are many grades of wool, some good, but all are wool. The same is true of rope. There are many grades of Manila fibre, some are good. All are pure Manila.

Plymouth rope is made of grades of fibre expressly selected for the work the rope is to do. Plymouth rope is "pure Manila"—more than that it is *good rope*.

Dealers selling Plymouth rope never have "back-fires" at their Rope Department.

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co.
Limited
Toronto, Canada *Canadian Sales Agents*

PLYMOUTH ROPE

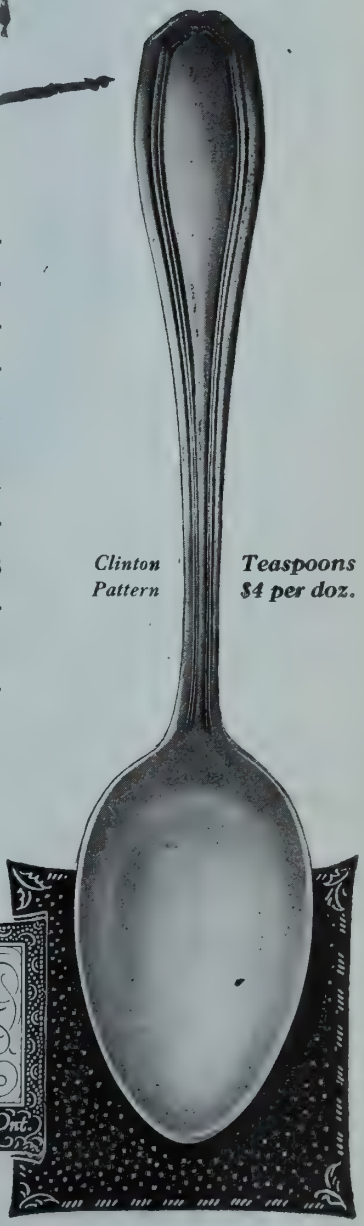
If interested tear out this page and place with letters to be answered.

Getting more customers *through your door*



YOUR window tastefully arranged with a display of nationally advertised, attractive, medium-priced silverplate will invite prospective purchasers into your store.

Then when they come in and examine Wm. Rogers & Son silverplate,—see its beauty, learn of its long wearing quality and remarkably economical price, you will add another pleased customer to your list.



Clinton Pattern

Teaspoons $4 per doz.

"THE BEST AT THE PRICE"

Wm. Rogers & Son Silverplate

Made and Guaranteed by Wm. Rogers Mfg. Co., Limited, Niagara Falls, Ont.

If interested tear out this page and place with letters to be answered.

GUTTA PERCHA TIRES



The growing demand shows the popular approval of "Gutta Percha" Tires. Dealers can depend upon it, this is no "mushroom popularity"—up in a night and gone in a day. It is based on actual conditions of construction which have been adopted in all tires produced since 1919. The service record since then and the forceful advertising of "Gutta Percha" Tires make them "the Tires that Pay" both the dealer and the customer.

"Go as far as you like on

'Gutta Percha'

Tires"—Cord and Fabric

With every "Gutta Percha" Tire he sells—Cord or Fabric—the dealer makes a friend. The more friends, the better your business, so sell all the "Gutta Percha" Tires you can. Have you placed your order? Make "Gutta Perchas" your first choice.

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

BRANCHES IN ALL LEADING CITIES OF THE DOMINION

If interested tear out this page and place with letters to be answered.



Your Community Depends

On An Electric Power Station Like This

For Light: to make the factory safer, healthier, and more efficient; to light the dark corners of office, theatre, and store, and to flood the home with cheer.

For Heat: to lighten the labor and add to the convenience of the home by means of a multitude of economical electrical appliances, and to improve the speed and quality of baking and drying processes in the factory.

For Power: to turn the wheels of industry; to take drudgery from the home and monotony from the farm; to move the world, if necessary, by the electric motor.

For Service: on highway or byway, in home, office, factory, store, and theatre, we are served at the snap of a switch, because the electric light and power company had the foresight to build for the future.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

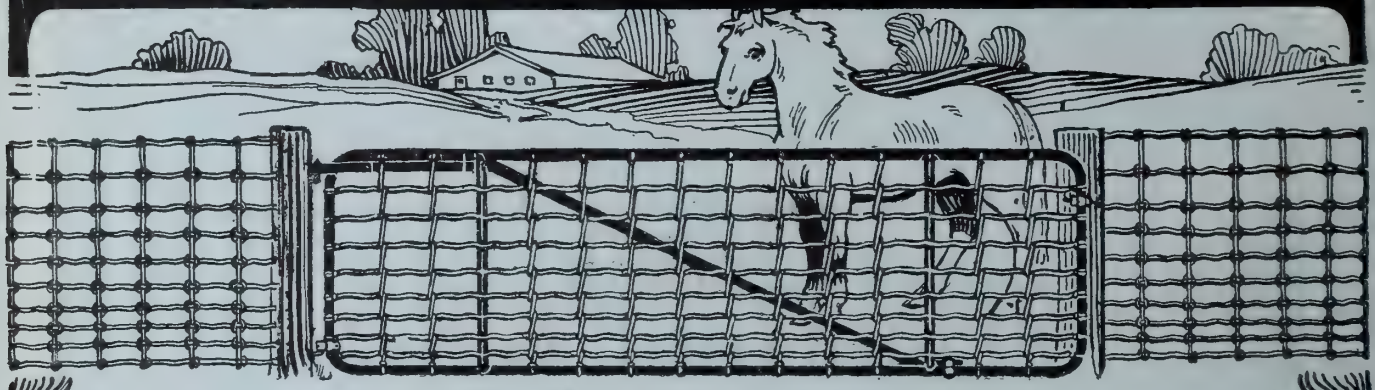
Service Stations:

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. West.
VANCOUVER—1090 Mainland St.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.

Build Up a Profitable Fence Business!



THE substantial reduction in Peerless Fence Prices announced to you by letter recently is going to enable farmers and others to fence their properties this spring which were neglected during the last few years owing to high prices. The wise dealer will go strong on the sale of wire fence this season and will find a waiting market.

If you offer your customers Peerless Fence you'll have no trouble making sales, because it is advertised in a big way and every farmer knows of its high quality. Peerless will outlast any other fence because it is absolutely rust-proof—the secret of which lies in the special galvanizing treatment. You will never have a dissatisfied customer if you sell him Peerless Fence.

Did you get your copy of our new Catalogue No. 9? If not, tell us—we have one for you which fully describes and illustrates our many styles of farm, poultry and ornamental fencing — also farm gates and steel posts.

THE BANWELL-HOXIE WIRE FENCE CO., LTD.

WINNIPEG, MAN. HAMILTON, ONT.

PEERLESS FENCES

Stand Every Test

If interested tear out this page and place with letters to be answered.



Sell STEWART Clipping Machines

They Always Satisfy



Stewart No. 1 Clipping Machine

—

For Horses Mules and Cows

Stewart Clipping Machines always make good for the dealer and the user. The steady increase in sales is the result of real merit.

Hardware men get satisfaction in handling Stewart Machines. They sell quickly, make good profits, and call for only moderate investment.

Horse, mule and cow owners get satisfaction in operating Stewart Machines. They clip quickly and easily—they are thorough and dependable.

Stewart Clipping Machines are consistent profit makers for dealers. More Stewarts are sold than all others put together—they'll get you the cream of the clipping machine business.

Horse and cow clipping starts with the first warm spring days. Big demand this season.

Your jobber has the stock—get your order to him TO-DAY. Ask us for cards for your window.

Flexible Shaft Company, Limited

349 Carlaw Ave., Toronto



Made in Canada

Retail Prices:

Eastern Canada, $14.00
Western Canada, $14.50

If interested tear out this page and place with letters to be answered.

B. S. A.

No. 4 Sporting Rifles

Lee-Enfield Action
Calibre .303



The B.S.A. Sporting Rifle illustrated has the same action as the famous British Service Rifle which proved so superior in the firing lines of France. In extremely cold weather the bolt always functions, a feature thoroughly appreciated by many veteran hunters where the mercury is well below zero. The Lee-Enfield action is famous for its ability to work smoothly under the worst conditions of mud, dirt or sand.

This sporting model combines the rugged strength of the military arm with the grace and beauty of the purely sporting weapon. The fore-end is shortened and lightened. The small of the stock has been curved into a handsome, comfortable pistol grip, neatly checkered.

Altogether this is a most appealing rifle for the hardwareman with shooting customers who understand and need high-powered rifles.

Specifications :

LENGTH, over all 45 in.—WEIGHT, 7 lb.—BARREL, 25 in. Enfield Rifling—ACTION, Lee-Enfield bolt pattern with safety catch on left side—MAGAZINE, 5 or 10 shot—STOCK, walnut, shot-gun, sporting stock in half pistol grip, checkered—Length from trigger to end of stock 14¼ ins.—SIGHTS, Back 100 yards fixed, folding leaves 200 and 300 yards, tangent leaf 400 to 1,000 yards—Front, bead—All parts strictly interchangeable.

Birmingham Small Arms Co., Ltd., England

FRASER COMPANY

No. 10 Hospital St., Montreal, Canada

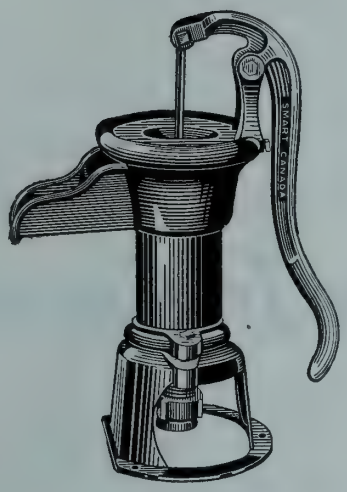
Production Equipment Company, Union Square, New York

In Stock at Montreal

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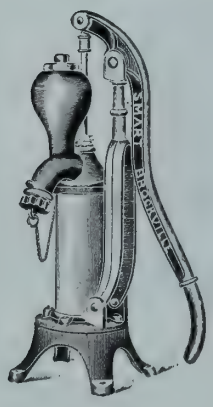
CANADA FOUNDRIES & FORGINGS LIMITED

MAKING GOOD PUMPS FOR FIFTY YEARS







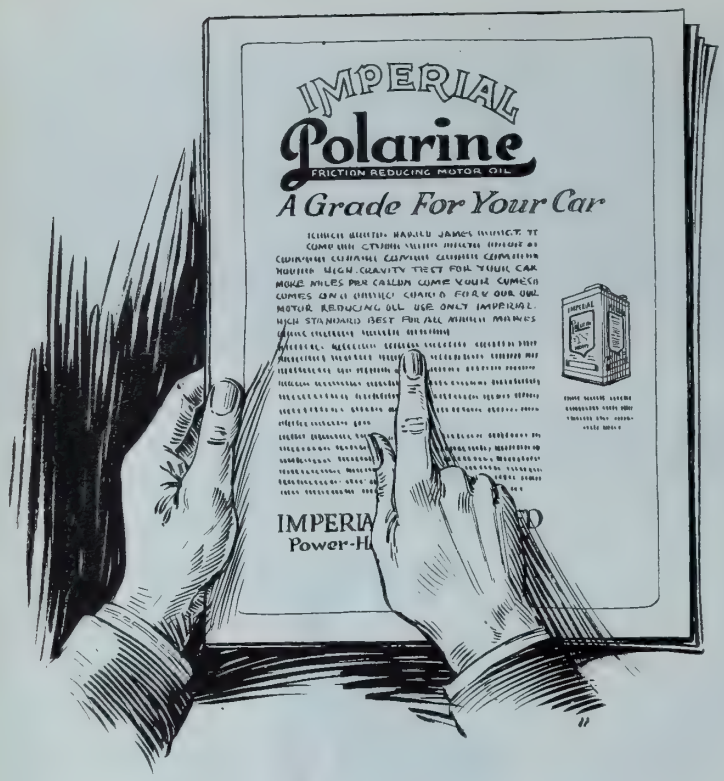


SHIPPING FROM STOCK

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



Imperial Polarine advertising in newspapers will reach 2,500,000 people this year. Seasonal advertising in farm and motor papers, supplements this. Advertising on such a mammoth scale—year in and year out—rolls up a vast volume of sales for Imperial Polarine dealers.

Best Advertised Line In Canada--

Imperial Polarine is the best advertised line of motor oils in Canada. Squarely back of this advertising stands its reputation for uniform high quality and dependable service.

What better combination is there for increasing dealer's sales?

Imperial Polarine advertising works for you the year 'round. Consequently, stock moves quickly—fast turnover is assured—a larger margin of profit is yours.

Three out of every four motorists and tractor owners use Imperial Polarine exclusively. This percentage is constantly increasing. The Imperial Polarine dealer gets the business.

Make Imperial Polarine your leader. Tie up your store to our advertising stronger than ever this year. If not already an Imperial dealer, our salesman will gladly explain the profitable Imperial Polarine dealer agreement to you.



Crank-case service is a big drawing card that builds business and goodwill for dealers. It will also increase your Imperial Polarine sales. Be first to establish Imperial Polarine crank-case service in your community.

Every dealer should display the Imperial charts of recommendations for the correct lubrication of automobiles and tractors. Write to 56 Church Street, Toronto, for charts or for your copy of our new booklet, "Automotive Lubrication."

IMPERIAL OIL LIMITED

Power—Heat—Light—Lubrication

Branches In All Cities

If interested tear out this page and place with letters to be answered.



Make the Canadian Dollar Worth 100 Cents

Buy Canadian-made products of Empire quality, which is the very best, and obviate the duty and exchange rate.



A-1982

This brass spray nozzle No. A-1981 gives unusual satisfaction on account of its easy adjustment from a fine or coarse spray to a solid stream. It is a necessity wherever hose is used for watering purposes. Our hose coupling No. A-1982 is a carefully machined product with deep, even threads and is a ready seller on account of the demand there is for a product of this kind where hose is used.



A-1981

These and other EMPIRE products are carried in stock by leading jobbers throughout Canada. When ordering specify Empire goods.

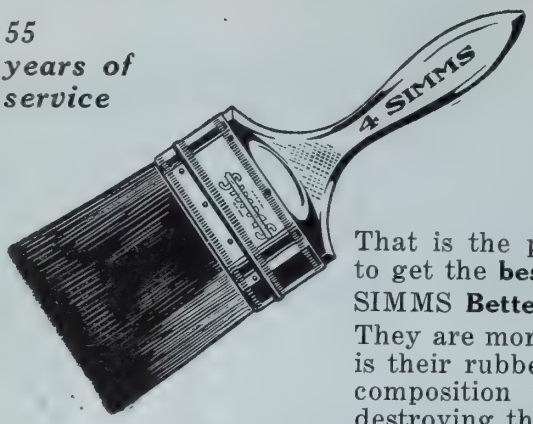
"If it's an EMPIRE product you know it's right"

Empire Brass Mfg. Co., Limited

London and Toronto, Canada

If interested tear out this page and place with letters to be answered.

55 years of service



Giving your
Painter-Customers
a Better Service

That is the policy of the aggressive retailer; always on the lookout to get the **best** for his customers.

SIMMS **Better** Brushes—give **Better** service!

They are more durable and do not shed their bristles. The big feature is their rubber setting, which keeps the bristles from coming out; its composition will stand any bad usage without the loosening or destroying the **brush.**

By stocking up on SIMMS Brushes you give to your customers **the Better Service,** and incidentally secure for you the **extra** trade and goodwill which accompanies the sale of **all** SIMMS products.

Feature SIMMS Paint and Varnish Brushes with your paint displays. This is the season to sell Brushes.

TRADE SIMMS SET IN RUBBER SIMMS MARK

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 55 Years.

HEAD OFFICE - - ST. JOHN, N.B.

MONTREAL TORONTO LONDON

WINNIPEG OFFICE: HAMMOND BLDG., WINNIPEG

COBBLER OUTFITS

Our catalogue lists quote an assortment of cobbler outfits. We will gladly give further details on request.



MORE IN DEMAND THAN EVER

The average handy man to-day is keen to economize, particularly in the matter of footwear. Where there is a family of growing boys and girls the cost of upkeep in boots and shoes is a continual worry. A positive saving in this regard is readily effected through the use of a handy cobbler outfit, such as we illustrate, and many dealers report an increasing demand for this article. If you have not these in stock, we would strongly advise featuring prominently in your store a few of the various outfits which we have ready for immediate shipment.

Write us for prices and other details.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LTD., 246 Craig St., W., Montreal.
H. C. ROGERS, LTD., 147 Prince William St., St. John, N.B.
TAYLOR-FORBES CO., LTD., 1070 Homer Street, Vancouver.
H. F. MOULDEN & SON. 314 Confederation Life Bldg., Winnipeg.

If interested tear out this page and place with letters to be answered.



Story for Week Dated March 12, 1921 Being No. 48 in the Series

Substantial Cases for Shipping Eddy Products Made at the Plant

As a retailer you are without doubt familiar with the extremely strong and substantial cases in which the Eddy Company matches, toilet papers, and other products are shipped.

These substantial packing cases are made of paper-pulp just like many other Eddy Company products. They are made at the Eddy Company plant, and so large is the need for them in the Company's everyday business that a whole mill exists by itself simply for the production of these packing cases.

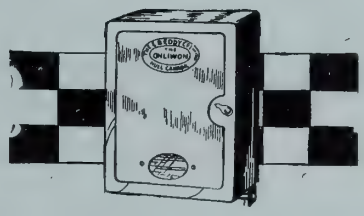
This mill is known at the Eddy Plant as "The Board Mill," because it makes the thick boards for the cases. This board begins its career in the form of thick, grey pulp. It goes through stone grinders which smooth its fibres down, and free it from any lumps, and proceeds to the heaters, which still further smooth its substance.

The reason for this double smoothing process is found in the fact that the board mill uses up any waste materials that would not find place in the manufacture of fine sulphite or mechanical pulp. In fact the E. B. Eddy Company made use during the war of an immense pile of discarded pulp material which had been piled up during many years on ground close to the board mill.

Ground, strained and washed, this pulp proved as good for its purpose as any, and a valuable saving was effected by its use during the war-caused crisis in the paper and pulp trade.

But the pulp for the board is on its way from the beaters to the wet machine, and here comes a curious little instance of clever Eddy Company inventiveness connected with a newly made "benedict" and a bell which refused to ring as merrily as the wedding bells had rung for him. That little story is reserved for next week.





The "ONLIWON" Toilet Fixture

Popular improved cabinet—with paper to fit. A handsome nickel - plated fixture — never gets out of order — is easily filled. Holds 1000 special sheets — very convenient, neat and unobtrusive. Keeps the paper dust-proof and sanitary, and automatically serves two sheets at a time.



This EDDY Pail

is made of indurated fibreware—which is wood pulp—moulded—pressed—baked under terrific heat until it is an all-one-piece-pail of flint-like hardness — strong as steel — lighter than wood.

If interested tear out this page and place with letters to be answered.



TURN PROSPECTS INTO PURCHASERS

Furnaces are not hard to sell if you have the right furnaces to sell. Point out the advantages of the

NEW IDEA WARM AIR FURNACE

and your prospects immediately become purchasers.

New Idea Warm Air Furnaces have more heating surface than any other make of furnace. The fire pot, one-piece, with deep flanges, adds one-third more heating surface and is guaranteed for five years.

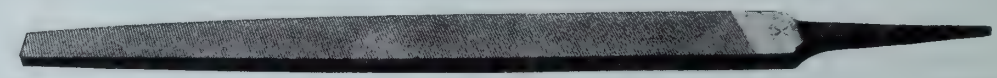
The New Idea Duplex Grates take care of any size clinkers and are easy to operate. The large radiator gives greater surface than is found in other furnaces. New Idea Furnaces are made in seven sizes, each one guaranteed.

Write for particulars regarding our agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative:
MR. CHARLES NICOLL, 614 Aylmer Street, MONTREAL
Vancouver—1073 Hamilton Street, Vancouver, B.C.
Winnipeg—134½ Higgins Avenue, Winnipeg, Man.



START THE NEW YEAR RIGHT.

Stock Proven Goods.

PxH and IMPERIAL FILES

are absolutely guaranteed in every way. Clay Crucible Cast Steel, Modern Manufacturing Methods, and Rigid Inspection ensure that

"They Cut Faster and Wear Longer."

Proven in service from coast to coast.

Be FILE-WISE.

Ingersoll File Company, Limited.

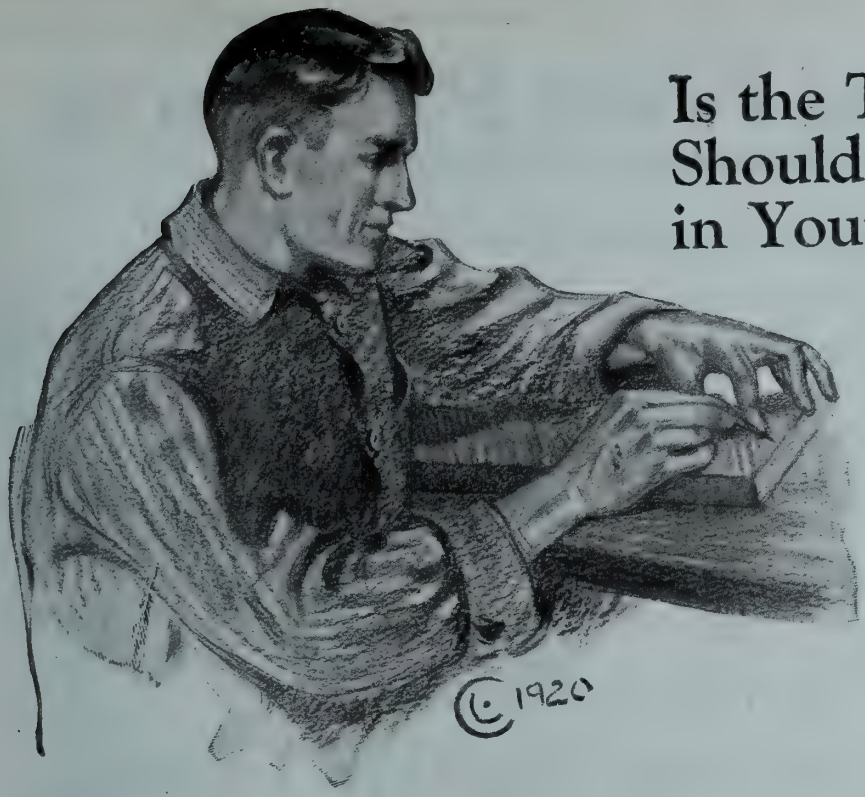
John Morrow Screw and Nut Company Limited,
Sole Distributors,
Ingersoll, Ontario.
Ask Your Jobber.

P×H

IMPERIAL

INGERSOLL

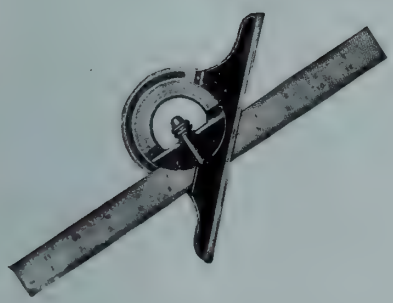
If interested tear out this page and place with letters to be answered.



Is the Tool He Should Have Included in Your Stock?

For laying out work machinists have a choice of a dozen Bevel Protractors, as well as three Universal Bevel Protractors, and twelve Combination Sets—all of Starrett make.

Four of these tools—one of which this machinist should have—are most commonly used in determining angles such as the one pictured.



Can you supply the tool this man should be using? Compare your stock with Catalog No. 22 "M.A.'

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-153

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Domsteel Wire Products

"From Ore to Finished Product"

WIRE— **Barb, Coiled Spring, Galvanized.**
Bright, Annealed, Nail and Rivet Wire, Oiled and Annealed.

WIRE RODS— Nail and Rivet quality.

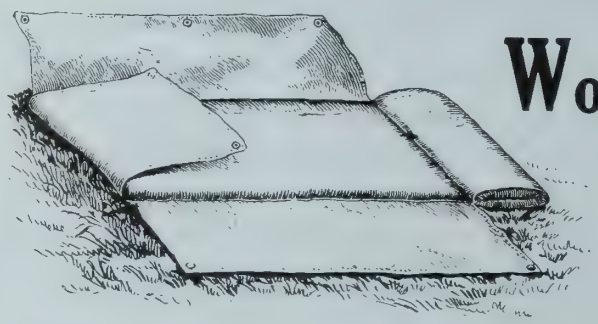
WIRE NAILS— Of all varieties. All standard and special gauges, including Large Head Felt Roofing Nails.

STAPLES— Bright and Galvanized.

DOMINION IRON & STEEL COMPANY, LIMITED

Works : Sydney, N.S.
General Sales Office : 112 St. James Street, Montreal
Sales Offices : Sydney St. John Montreal

Stocks : Sydney, St. John and Montreal

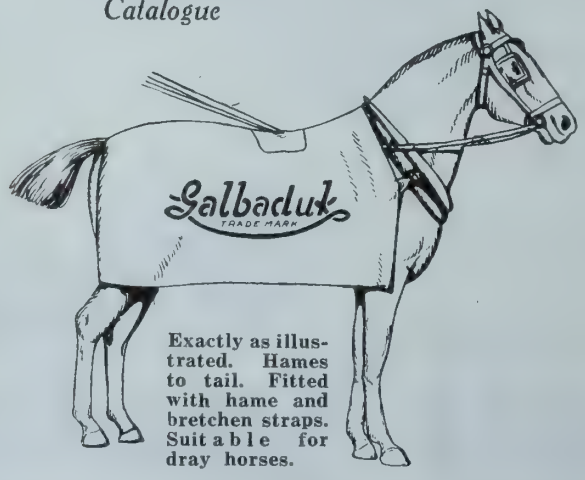


Woods Sleeping Tarpaulins

Make Profitable Sales

Carefully made of waterproof duck, this comfortable sleeping tarpaulin is suitable for camping parties of almost any description. Durable and efficient, this tarpaulin gives a service that satisfies, and brings the dealer new and many friends. The Woods Sleeping Tarpaulin can be used as a roll-up, bedsheet or sleeping kit. Absolutely watertight and easily packed with the aid of a tump-line. Blankets are kept perfectly dry and the pocket-forming pillow is a most handy receptacle for holding changes of underwear and other necessities of camp life.

Write for Catalogue



Exactly as illustrated. Hames to tail. Fitted with hame and bretchen straps. Suitable for dray horses.

Galbaduk Storm Covers

Storm Covers for horses are all-year necessities, therefore all-year sales-makers. These dependable covers are made of Galbaduk, a water- and mildew-proof product of our own factories. Strong and well made, they give their owners years of service. We also make Tents, Flags, Tarpaulins, Mackinaw Clothing and Jute and Cotton Bags, Camp Furniture, etc.

Woods Manufacturing Co.

OTTAWA, CANADA

If interested tear out this page and place with letters to be answered.

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.



(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.
PHILADELPHIA - PA.

What Our Brands Bring to You

Fifty years of consumer acceptance as the standard in files is what our brands bring to you.

Stock them in moderate quantities and replenish as needed from your jobber. We carry big reserves.

Any one of the following five brands brings you large and steady profits without sales effort:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Made in Canada by

Nicholson File Company
Port Hope - - Ontario

If interested tear out this page and place with letters to be answered.



"PEERLESS" CUTLERY



FRED ELLIS'S HAND-FORGED DOUBLE-SHEAR STEEL CARVERS
A Highest Grade Product of old-time quality

FRED ELLIS'S CASED CARVERS SETS
In Stainless Steel Throughout

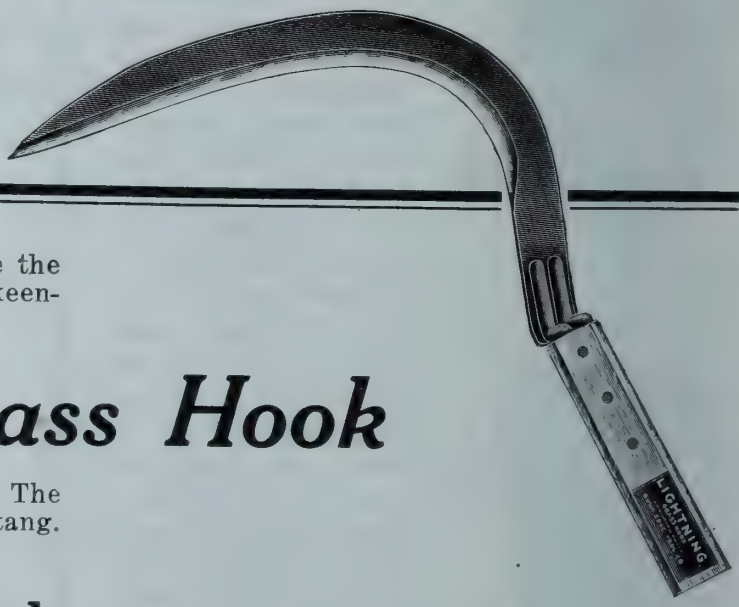
FRED ELLIS'S STAINLESS CUTLERY
Entirely Rustless and Non-corrosive

THE "PEERLESS" RAZOR
Full Hollow Ground. Quality and Price Unbeatable

FRED ELLIS & SONS
Globe Works Penistone Rd
SHEFFIELD

'Phone 2391 Central
'Grams "Peerless Sheffield"

The Offset Handle Makes Easy Cutting



Everyone who buys a grass hook will appreciate the advantage of the offset handle as well as the keen-cutting blade of this

"Lightning" Grass Hook

The blade is steel-tempered and ground sharp. The handle cannot come off, being riveted to the tang. Natural finished hardwood hande.

Wiebusch & Hilger, Ltd.

Sales Representatives:
106-110 Lafayette Street, New York

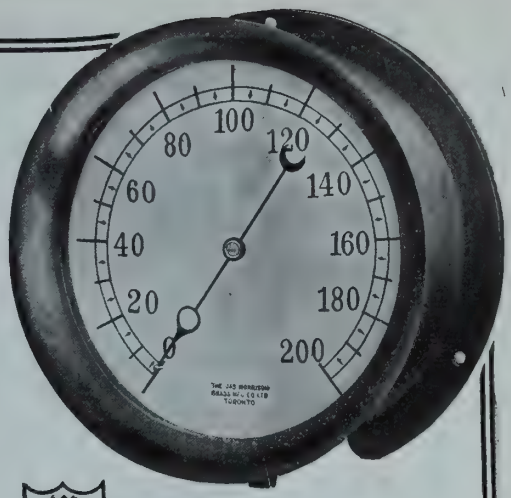
Canadian Selling Agent:
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

Send for details and prices on our line of grass hooks, grass shears, hay knives, bush hooks, scythes and sickles.

If interested tear out this page and place with letters to be answered.

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose — for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

—Imperial Brand—

HORSE BLANKETS

Our travellers are showing new patterns in Jute, Duck, and Kersey. Examine the lining particularly; it is of soft, woolly felt, which is of great warmth and comfort to the horse and wears well. These blankets will be wonderful sellers if you show them.

Samuel Trees & Co., Ltd., 42 Wellington St. E., Toronto

Manufacturers of Harness, Saddlery and Horse Blankets

If interested tear out this page and place with letters to be answered.

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs

The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.

The Thos Davidson Mfg. Co. Limited





Head Office: Montreal
Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

You Can Sell It— Or Rent It For $2.00 a Day

TO-LO-CO
REGISTERED TRADE MARK

"To-lo-co" Floor Scraper No. 2

This machine does the finest work on all kinds of flooring. It is easy to operate; the operator stands while running it. One man accomplishes the same amount of work that three men can do by the old-fashioned hand scraping.

Simple and Effective

This desirable machine weighs 118 lbs. It is equipped with double-edged, steel blades of peculiar temper, and made especially for the purpose. The wheels are equipped with heavy rubber tires of best quality. The blades are easily re-sharpened when necessary.



TORONTO LOCK MFG. COMPANY
Patterson Place
Toronto, Canada

TANKS



Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.



Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

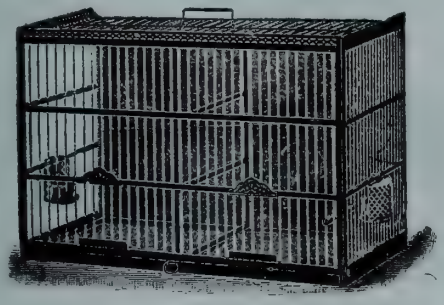
The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

If interested tear out this page and place with letters to be answered.

Japanned Breeding Cages

ARE VERMIN-PROOF

Because they are **ALL-METAL**—with no cracks or crevices to harbor lice.
Draw bottom for easy cleaning.
Removable partition, which can be inserted or withdrawn through top in a second.
Two seed cups in each compartment.
Clean, Sanitary, Roomy, Partitioned Breeding Cages are absolutely necessary to successfully raise strong, healthy broods.



No.	Length ins.	Width ins.	Height ins.
85	17	9¼	13
86	20	10	14
87	22	11	13

"Wrico" Japanned Breeding Cages are nestable, and should be ordered in sets to save packing charges.

E. T. WRIGHT CO. Limited, Hamilton, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

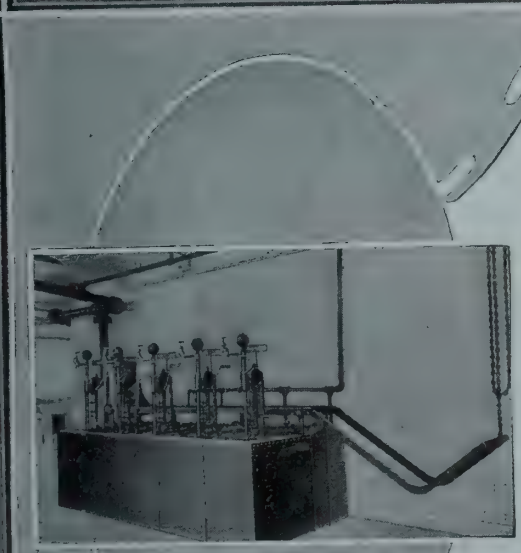
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Spring Paint Oil Business is Here

Are You Ready for Your Share?

Spring always brings great activity in Paint Oil Trade. The dealer who best serves his customers is sure to attract more trade and larger profits.

Bowser Paint Oil Storage systems are business-bringers. They prevent evaporation, gumming, leakage and spillage. They keep oils Pure and Clean. They measure oil Accurately and Quickly.

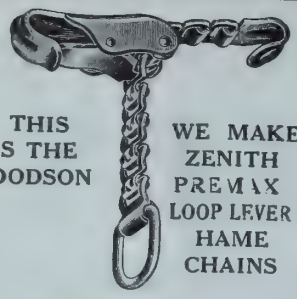
A Bowser system will pay for itself in increased business and economical storage.

Write for detailed information.

S. F. Bowser Company, Ltd.
66-68 Fraser Ave., Toronto, Canada
Branch Offices in Principal Cities of the World

BOWSER

If interested tear out this page and place with letters to be answered.



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA METAL STAMPING CORPORATION

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.



NIAGARA WROUGHT STEEL HARNESS SNAP

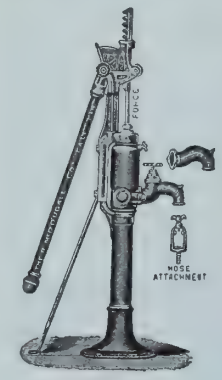


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

Bolts
Nuts
Rivets
Spikes
Wire Nails
Twisted Steel for Reinforcing
Fence Staples
Wood Screws
Fine Wires
Wrought Pipe
Nipples
Smooth Steel Wires
Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



VENTIPLEX

Service and Satisfaction

When you sell Ventiplex Pads you accomplish three things—you provide more comfort for the horse, make a satisfied customer and secure a good profit.

Ventiplex Pads, consisting of a compound of Indian Rubber fibre, soft wool and hair, are thoroughly absorbent and springy. They have no equal for durability, comfort and economy.

Sell your customers Ventiplex when they ask for pads.

The Burlington Windsor Blanket Co., Ltd.
Toronto Ontario

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

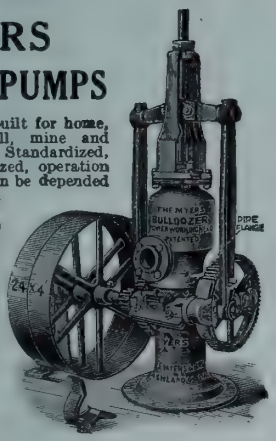
Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

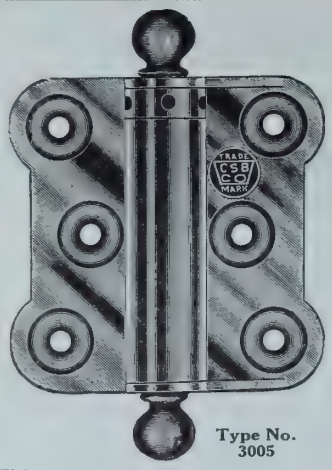
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.



Type No. 3005

TRADE CHICAGO MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

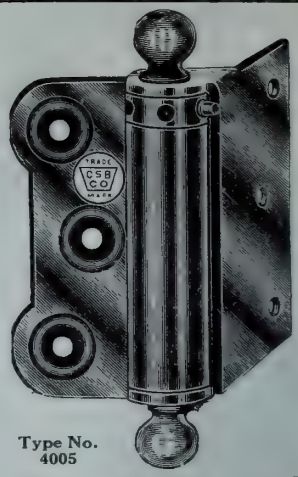
All types of Chicago Spring Hinges are made by specialists for just one purpose — to hang and swing doors correctly. Good reason for selling them. Order **now**.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36



Type No. 4005

Be Sure You Get the Star

Don't let anyone mislead you. You can still buy the same Star Blades that you have always found so reliable in the past. Ask for genuine Star Blades, and keep on asking for them until you get the genuine.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario

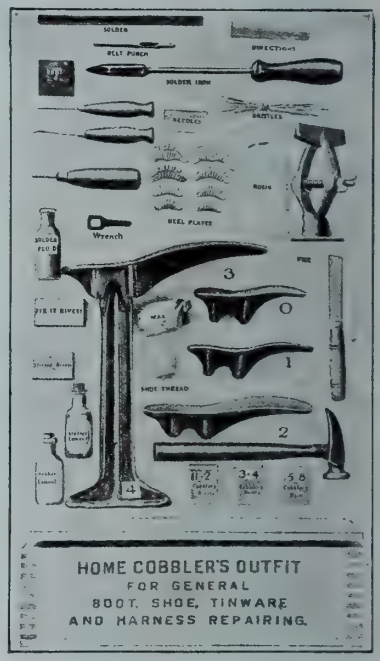
STAR HACK SAWS

Now Sold by
CLEMSON BROS. Inc.
MIDDLETOWN, N.Y.
Makers Since 1893

"Economy"— Greatest Sales Clincher To-day.

That's why dealers who are "Shoulder Behind" Lines which mean economy to their customers, are earning many extra profits and storing up future goodwill—

The Home Cobbler's Outfit represents the last word in economy. It is a gilt-edged investment for the purchaser — your customer — "paid-up" in full after its first job or two — its dividends and profits are only limited by the energy of the user.



Maxwell

The demand for this line is confined to neither country nor city. It is a product which sells everywhere. A brisk demand for small hardware follows the "sales trail" of these sets.

MAXWELL'S LIMITED, ST. MARYS, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

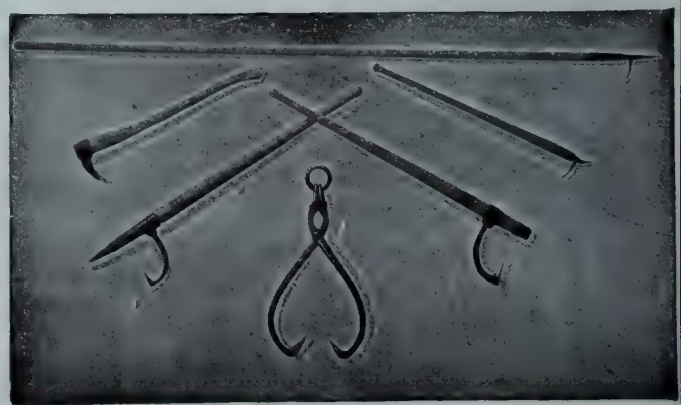
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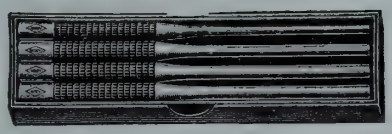
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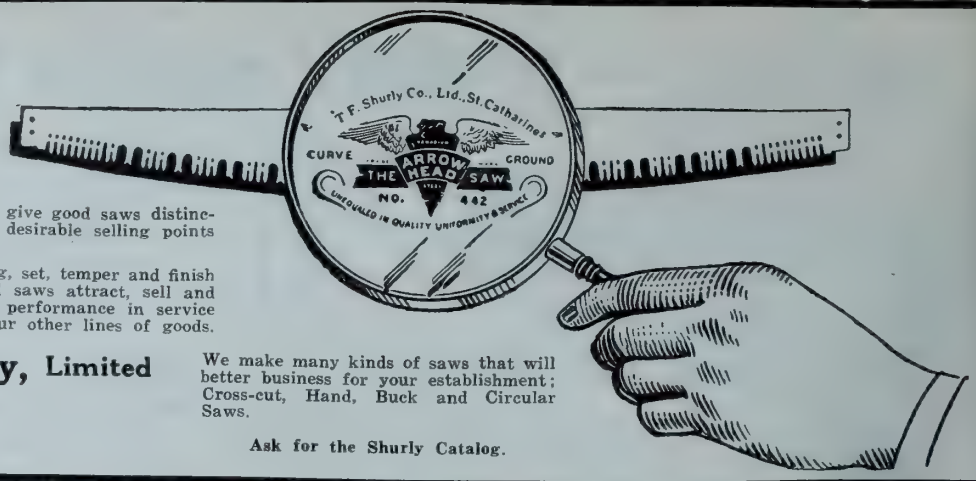
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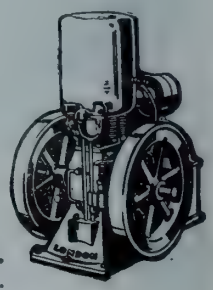
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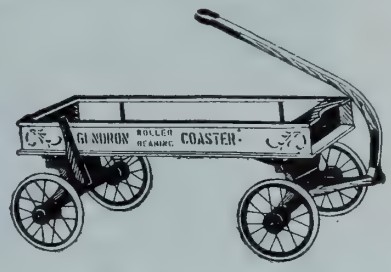
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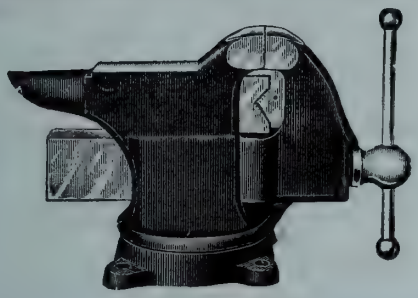
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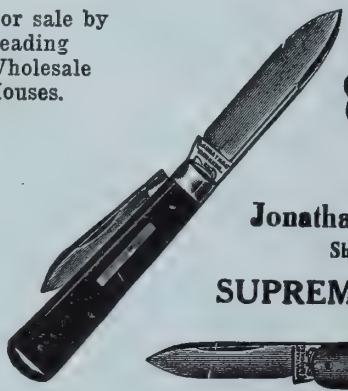
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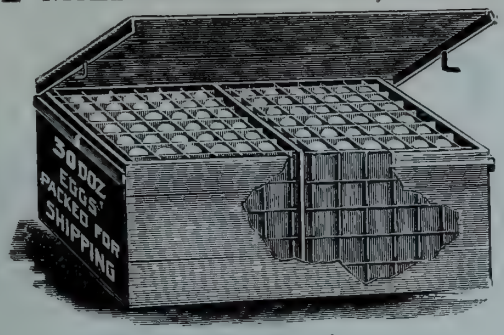
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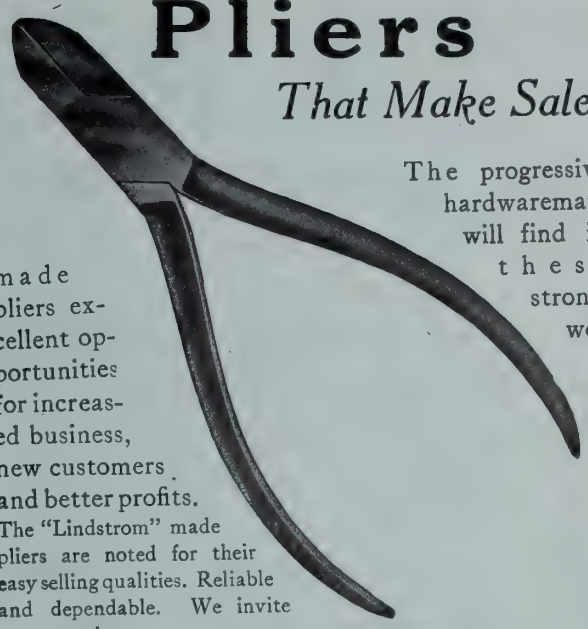


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3 Popular Sizes

ORDER NOW

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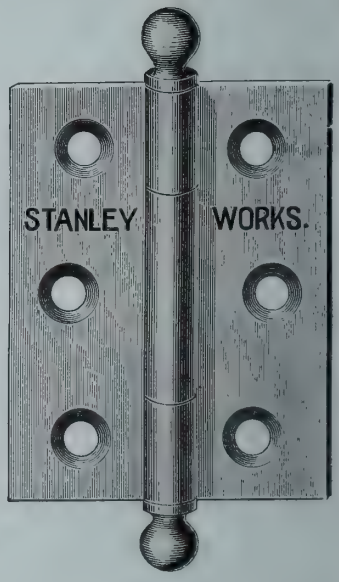
The building season will soon be here—with a rush, and the dealer who can fill orders promptly will get the business.

See our traveller, or write direct, for supplies of Ready Roofing —Building Papers — Locks — Butts, and the numerous other items required by the builders and contractors.









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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, MARCH 12, 1921 No. 11

Announcement re Status of Retailers 35
Hardware Exports Balance Increased Imports 36
Modern Equipment Saves $227 a Year 37
Some Valuable Pointers in Tool Selling 38-39
Editorial Comment 40
Indefinite Delay of Test Case—Endorse Mutual Fire Insurance Plan .. 41
News of Western Canada 42-43
Events in the Trade 44-45
Hardware Letter Box—Catalogues and Booklets 46
1% Tax on All Business Transactions—Twenty Years Ago 47
New Hardware Goods 48
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburgh 49-55
Two Ways of Handling a Quart of Green Paint 56
As an Outsider Sees the Paint Dealer 58
Effective Display of Floor Paint—Improved Market For Turpentine .. 60
Weekly Paint Markets 62-64

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If the quality proves to be high, your one-time buyer will come back for more, because she "got her money's worth" the first time.

But if the quality was lacking she'll start nosing around looking for a ***quality shop.***

This is especially true of electrical appliances. What is your stock like? They may ***look*** fine, but what will they ***do?***

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MARCH 12, 1921 No. 11

Announcement re Status of Retailers

On Eve of Test Case to Establish Whether Retailers are Liable For Taxation as Manufacturers, Government Issues Statement Removing Liability Pending Outcome of Case—Meetings of Retailers to Discuss Taxation Measures

OTTAWA, Ont.—Just as the stage setting was being completed for the hearing of the test case to establish the status of certain retail merchants for the purposes of taxation, word has been given out by the Department of Customs and Inland Revenue that pending the decision in the test case those retailers who have been held to be liable for the manufacturers' license and tax will not be held so liable. The statement as signed by the Assistant Deputy Minister of Customs and Inland Revenue and approved by the Deputy Minister is as follows:—

"Pending a decision in the 'test' case now before the court respecting the question as to whether merchant tinsmiths (etc.) are 'manufacturers' within the meaning of Section 19 BBB of the Special War Revenue Act, you are instructed that the following retail merchants will not be required to secure sales tax license, nor to pay sales tax, namely, merchant tinsmiths, harnessmakers," etc.

Subject of Keen Argument

The point involved has been a keen subject of argument for some time. Practically every gathering of hardware merchants has taken objection to the regulation which classed a tinsmith as a manufacturer merely because he makes a tin cup, an eavetrough or a stovepipe. The injustice of compelling such a merchant to take out a manufacturers' license at $5.00 and compelling him to collect 2% sales tax on all such articles manufactured was early realized and on objection being taken, it was stated that a test case would be held. Meanwhile the Deputy Minister of Inland Revenue was credited with having stated that pending the test case no prosecutions would be made against merchants who failed to comply with the regulation. On the strength of his word the Retail Merchants' Association advised members who were liable that they need not comply with the law, and that the Association would take the responsibility for such non-compliance. Nevertheless there were many merchants who complied with the regulation in fear of the penalties provided by the Government.

The announcement just issued by the Deputy Minister of Inland Revenue is sufficient authority for all merchants who are liable and who have withheld any such action, to continue without such license, pending the outcome of the test case.

Significant of Final Outcome

Such an official announcement coming out on the eve of the hearing of the case is considered by many merchants to be significant that the stand taken by the Government will not be upheld. In any case it will be an interesting discussion, and the result will have an important bearing on the future status of the retail trade in Canada. Developments in this matter have been outlined fully in past issues of Hardware and Metal and future issues will contain a complete report of the proceedings of the case at Ottawa. The expression of opinions of hardware merchants through Hardware and Metal, and at special gatherings, has no doubt had an important bearing on the case and has undoubtedly helped to bring forth the assurance just given that such merchants will not be liable pending the outcome of the case.

Meeting of Retailers

This is, of course, merely one feature of many important developments soon expected in regard to taxation. The question of a form of taxation to be substituted for the Luxury Tax is now being considered by the Minister of Finance, and it is rumored that the excess profits will also be eliminated. Merchants are much interested in what form of taxation will be introduced in the forthcoming budget. In this connection it is interesting to note that merchants in various parts of the country are planning to get together for an open discussion, and no doubt many recommendations will be made to the Government.

Such a conference of manufacturers, wholesalers and retailers is being called in Toronto on March 30 and 31 for a joint discussion of taxation. The system of taxation at present in force, alternative methods suggested by the three interests at the conference, and a possible taxation system which would be acceptable to all will be discussed.

Hardware Exports Balance Increased Imports

Increased Value of Imports of Hardware Into Canada for Eight-month Period Is Practically Equal to Increase in Value of Exports —Chief Increase in Hardware Imports From United Kingdom— Exports of Passenger Autos Increase While Imports Decrease

AN analysis of figures of Canada's trade for the eight month period ending November, 1920, as just issued shows how imports and exports of hardware lines compare with the same period in the previous year. A brief review of some of the more important items will give an idea of how trade is developing, in regard to hardware commodities.

On the whole, Canada's imports of hardware and cutlery for that period greatly exceeded the figures of the previous year, the chief increase being in imports from the United Kingdom. Imports of knives and forks including pocket knives practically doubled in that time. Scissors and shears imports nearly trebled and taking all other cutlery together imports were approximately double those of the same period in 1919.

Imports of butts and hinges were doubled, T and strap hinges trebled, while nuts, rivets and bolts, wood screws, etc., showed substantial increases.

Decrease in Automobile Imports

Imports of passenger automobiles show a decrease for that period, though auto parts show a large increase. Total wire imports were practically doubled, the chief imports coming from the United Kingdom. Total imports of iron and its products for that period are $119,153,393 in 1919 compared with $183,621,048 in 1920.

A substantial increase in imports of aluminum and its products is also noted while imports of gasoline more than doubled. Lubricating oils were also imported in much greater quantity. Imports of paints, pigments and varnishes show about a 50 per cent. increase, this being also the case with amusement and sporting goods. Brushes and refrigerators also show a substantial increase in imports.

Exports

In a number of hardware lines Canada has also shown substantial increases in exports, among which are bolts and nuts, wire nails, screws, washing machines and wringers, passenger automobiles, wire,

(Continued on page 64)

CANADIAN HARDWARE IMPORTS AND EXPORTS

Eight months ending Nov., 1920, compared with same period in previous year:

	1919	1920
Knives and Forks of Steel, Plated or Not—		
From United Kingdom	$ 75,050	$ 288,708
From United States	146,436	213,920
Total	$ 222,374	$ 506,739
Penknives, Jack-knives and Pocket Knives—		
From United Kingdom	$ 97,831	$ 425,690
From United States	132,500	87,950
From Japan	23,293	11,570
Total	$ 253,659	$ 533,117
Razors of All Kinds—		
From United Kingdom	$ 28,559	$ 89,302
From United States	69,592	33,208
Total	$ 103,031	$ 136,765
Scissors and Shears—		
From United Kingdom	$ 2,604	$ 27,819
From United States	80,378	168,166
Total	$ 87,159	$ 214,467
All Other Cutlery—		
From United Kingdom	$ 42,149	$ 205,102
From United States	169,271	191,352
Total	$ 214,169	$ 407,781
Fish Hooks. Total imports	$ 28,566	$ 31,002
Hardware, builders', cabinet makers', carriage hardware, etc.	410,017	577,275
Locks—		
From United Kingdom	$ 2,437	$ 15,626
From United States	347,862	499,871
Total	$ 354,440	$ 518,335
Skates	$ 24,945	$ 35,153
Butts and hinges	69,225	124,256
T and strap hinges	10,728	30,905
Nails and spikes, composition and sheathing nails	1,001	1,247
Nails and spikes cut, ordinary builders'	2,078	1,821
Nails, brads, spikes and tacks not otherwise listed	25,968	34,312
Nails, wire	61,441	60,080
Nuts, rivets and bolts with or without threads; nut and bolt blanks	211,239	308,746
Wood screws	44,029	75,319
Total Cutlery and Hardware—		
From United Kingdom	$ 404,914	$1,420,343
From United States	2,110,012	2,755,655
Total	$2,567,724	$4,263,748
Firearms—		
Guns, rifles, air guns and air rifles, muskets, cannons, pistols, revolvers:		
From United Kingdom	$ 13,623	$ 27,451
From United States	429,123	540,171
Total	$ 443,121	$ 605,996
Carpet Sweepers and Hand Vacuum Cleaners—		
From United States	$ 180,577	$ 113,224
Clothes wringers, total	43,426	62,273
Washing Machines, Domestic—		
From United States	300,622	480,771
Wares, tin, japanned or not, and all manufactures of tin	378,709	485,376
Total Stamped and Enamelled Products—		
From United Kingdom	$ 40,501	$ 72,556
From United States	575,821	694,267
Total	$ 618,399	$ 770,071
Total Tools and Hand Implements—		
From United Kingdom	$ 41,002	$ 142,742
From United States	1,216,260	1,712,222
Total	$1,260,340	$1,888,610
Automobiles, passenger	$7,781,878	$6,983,711
Parts of automobiles	7,581,432	9,751,584
Wire, barbed fence wire	1,573,911	1,614,181
Total wire—From United Kingdom	597,202	1,639,404
From United States	3,393,164	4.532,896
Total	$3,991,171	$6,182,668
Stoves of All Kinds—From U.S.	$ 326,981	$ 325,022
Total	$ 327,667	$ 333,666
Valves—From United States	365,859	621,118
Total—Iron and its products	$119,153,393	$183,621,048
Aluminum and its products. Total	1,609,564	2,448,342
Electric light fixtures and parts	433,005	493,834
Lamps, electric, incandescent	821,218	900,665
Sockets	64,221	264,377
Gasoline at 60 degrees temperature	962,125	1,934,516
Lubricating oils	925,450	1,588,336
Paints and colors, ground in spirits and all spirit varnishes	45,757	51,643
Varnish lacquers, japans, driers, etc.	93,610	125,835
Total paints, pigments and varnishes	2,303,450	3,529,804
Total amusement and sporting goods	2,118,440	3,019,593
Brushes, paint and varnish	19,252	31,882
Refrigerators	13,891	40,343
EXPORTS		
Bolts and nuts	$ 75,112	$ 209,280
Cutlery	1,641,398	1,241,211
Hardware (n.o.p.)	516,706	495,962
Nails, brads, spikes and tacks	683,006	532,421
Nails, wire	1,217,608	3,234,027
Screws	42,374	77,357
Total hardware and cutlery	4,239,221	5,862,676
Washing machines, domestic, and wringers	25,852	163,337
Automobiles, passenger	7,366,802	9,248,321
Total wire	1,052,332	1,751,339
Electrical apparatus	301,502	422,380
Paints	845,557	1,408,227
Total paints and pigments	906,079	1,492,828

Modern Equipment Saves $227 a Year

Comparative Costs of Handling Laundry of Average Family Reveal Strong Argument for Use of Modern Washing Equipment—How One Hardware Merchant Secured a List of Live Prospects for Washers

SOME useful suggestions are made by an Ontario hardware merchant who during the past two weeks conducted a successful washing machine sale, through the medium of a demonstration. A variation of the usual advertising campaign was planned, this taking the form of small five-line "readers" in the newspapers in place of the usual large ads. These readers appeared generously, so that no housewife could read the papers without knowing that on a certain day there was to be a demonstration at the —— hardware of an electric washer. Splendid results were forthcoming and in discussing the matter with Hardware and Metal this merchant made the point that housewives are always keenly interested in knowing what merchants have to offer. The turnout to the demonstration provided the merchant with a large list of live prospects for a high-grade electrical washer. A campaign will now be planned to make these prospects purchasers.

Send a Booklet

The next move is to send to each one of the women a very handsome and attractively illustrated booklet, which explains the working of the machine, emphasizing its simplicity of operation, economical cost and the elimination of drudgery. This is closely followed by a personal call to talk over the washing machine proposition and an offer to send a machine for the next wash day.

"We are particular," said this merchant, "not to leave the machine sent out any longer than is absolutely necessary for the washing. Our representative is right on the job and the question is put fairly up to the prospect right at the time she has had a chance to see what the machine will do. She is asked to say whether she wants to keep it or not. If she wants terms we arrange the matter. If she decides she does not want the machine it is removed.

Appeal to Rural Districts, Too

"We expect to do a nice business in washers as a result of our demonstration and follow-up campaign. Although the demonstration was planned to appeal especially to city women who have electricity available, we aim to go after one or two places in the country where electric power is obtainable. A special representative will be assigned to go out after business in these sections and to go over the territory thoroughly."

In connection with the demonstration in the store a space was set off so that the women visitors could watch the machine working, see the dirty clothes cleaned, and ready for putting out to dry in a short time. There was no question whatever about the interest the housewives take in the problem of getting their washing done quickly, easily and at a small cost. The demonstration proved also that when the housewives are once convinced that the machine will do all that is claimed for it and that it will operate just as quickly and easily in their homes as in the store they are "sold."

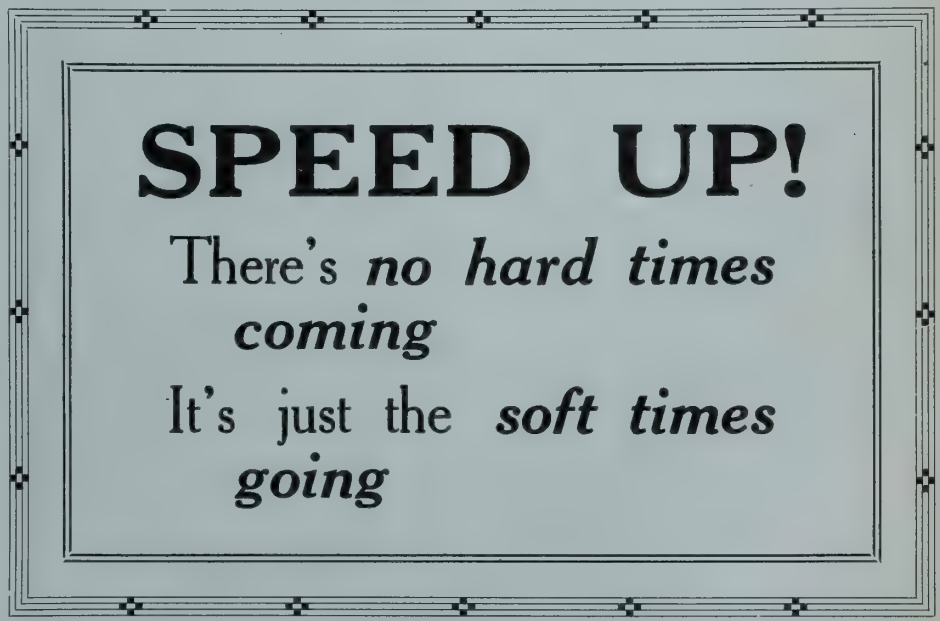
This merchant sees a big field for profitable business in the sale of washers and is planning to go after it aggressively. As the electrical lines are extended into the rural communities he sees opportunities for sales steadily increasing, and he is confident that one of the very best advertisements he has for future business is the satisfied customers he has made and who continually talk to their friends about the satisfaction obtained from their washer.

FACTS AND FIGURES

"IT should be recognized that house work is skilled labor and demands the most up-to-date tools," said a household science lecturer in a recent address in Toronto dealing with labor-saving devices for the laundry. It was pointed out that women have through long usage become accustomed to getting along without such conveniences and this is perhaps one of the chief obstacles in the matter.

The lecturer had worked out an investment of $500 by a business man in some up-to-date time saving devices for his office, and how in five years the investment would pay for itself and leave the equivalent of a new machine. The same principle was applied to an investment in a washing and an ironing machine.

The lecturer listed what might be considered an average laundry for a family of four and worked out that to send these articles to the laundry each week would cost $6.12 a week or $318 per year. To have the same laundry done at home by a woman would mean $197.60 a year. The investment which was proposed in the place of either of these methods was $400 in a washing machine and an ironing machine. Against this investment we placed 7 per cent. interest on the money or $28; 10 per cent. depreciation on the machines or $40; soap at 25 cents a week or $13; repairs $2. Added to this the running cost and heat for the machines for the year and a woman's time for four hours each week at 35 cents, and the grand total for the year is $164.09. Without the outside help which can be eliminated by the machine, the cost for the year is $91. The machines will wear, on the average, for ten years.



The above is a timely suggestion as a remedy for the distorted attitude of mind which many people have assumed in view of prevailing business conditions. The days of the real salesman are returning and the "soft" times are undoubtedly gone. This is being used prominently in the form of a sign in a number of stores.



50 PER CENT. TOOL SALES DUE TO WINDOWS

Tools everywhere, yet perfect uniformity evident throughout, is the best description of this typical display of tools in the J. & P. Davignon hardware, Montreal. The arrangement is pleasing and effective, and shows a very wide range of tools without any approach of confusion to distract the onlooker. The arrangement consists of three shelves tastefully covered, on which are arranged saws, planes, grinders, cleavers, torches, pipe threaders, levels, etc. Neatly finished panels in the back of the display show wrenches, chisels, pliers, calipers, auger bits, screw drivers, etc. A large panel on the side wall of the window shows a group of saws.

A unique arrangement is the displaying of other small tools on panels set in the ceiling of the window. Arrangements of masons' tools, scissors, knives, etc., are here seen.

Close attention to the window displays of tools is responsible for much of the success of this branch of the Davignon business. In fact, the manager states that fifty per cent. of the sales are responsible to the window displays. A definite increase in sales in the tool department is said to be at once noticed when a window display is devoted to this line. The window dresser advises the laying of definite plans for the display and then following them out.

Some Valuable Pointers in

Fifty Per Cent. of Sales Due to Effective Window Displays—Definite Increase in Tool Sales When Window Display is Arranged—Some Novel Ideas Worked Out in Window Displays

"HOW to get the tool trade" was a phrase that stuck in the mind of J. A. Lacasse, manager of the "ferronerie" or hardware department of J. & P. Davignon, 1036 Ontario Street East, Montreal, until he found a solution. This solution rested in his decision to make much of window display, and, in Mr. Lacasse's own words, "Fifty per cent. of sales are responsible to the window displays; it is the best advertisement that we can make use of, and there is a definite increase in the business of that department when we display tools." And the next important step was that of bringing the department closer to the street—nearer the customer.

Of course it is impossible to make displays without careful planning. As a rule, the measure of success attained is dependent upon the plan mapped out, and then again upon the care with which that plan is worked to. "Make a plan; then work to that plan," is a phrase that has been repeated somewhat emphatically in recent months by some big business leaders. It is a thought and an idea that commends itself to every retail hardware merchant. For with a definite plan before one there is a lopping off of that carelessness that spells uncertainty; sometimes disaster.

Davignon's have a wide frontage, and the window used for tool displays consists of two large lights of plate glass. The depth is about six feet, thus enabling the window dresser to place large tools or machines, as well as small and medium-sized varieties. While much may be claimed by advocates of windows with restricted depth, there is wisdom in that provision which enables the hardware merchant to place such heavy and bulky tools in a window which may help to make a well-rounded display, as well as a strong appeal to the mechanic. In such cases it is possible, as well, to occasionally introduce moving displays or figures of mechanics actually at work. For this reason the provision of a deep window has been found a wise one by Mr. Lacasse.

The display herewith reproduced is a typical one. It embodies the "panel" idea of arrangement and this particular window commends itself to the pedestrian in the neatness which it presents. It will be noted that each of the seven panels used as a background carries a distinct line of tools. This prevents confusion to the mechanic or "handy" householder who is always "stalled" when passing such an attractive display. If he wants a chisel he may centre his attention closely upon that panel which carries only chisels; if pliers, then pliers are attractively arranged; if wrenches,



Handling Tool Departments

Shortening the Distance From Street to the Tool Counter Has Helped to Pull in Tool Business—Centralized Plan Works Out Well—Nearly Twenty Feet Devoted to Screws and Bolts

wrenches, and so on. The advantages are obvious from the customer-prospect viewpoint alone.

Here's a New One

If not brand new in its entirety, then it may be said that the arrangement carried out on the ceiling of the display window is at least so well-arranged and neat that it commands special attention. In one respect alone it is well worth the time, expense and care taken to so arrange the tools—it helps make a very complete window, carrying out a unit plan that would not be complete if it ended at the top of the background panelling.

Care has been exercised, it will be seen, to make the panelling very neat in this window. There is a permanent-looking effect all around and the pebbled glass used in the small cross panel spaces above the tool panels serves the purpose of letting light pass into the store. This helps, to some extent at least, to overcome the objection so many would raise regarding the exclusion of natural illumination.

Note the end panels and also the provision that has been made to attach tools to the door panel which affords access to the window and egress from it. Then, after these panels have been set in place, it has been a brief operation to "fix" and decorate with bunting and tools the foreground.

While the central attraction of this window is for the mechanic or user of carpentry tools, there are tools for machinists, car owners, plumbers, steamfitters, etc.

The lighting arrangements are quite satisfactory, and at night few can pass without stopping.

Centralizing Department

Mr. Lacasse has decided that it is well to centralize tools. To this end he has carried out a somewhat unusual plan—that of backing his tool cases inside right against the window background. This means that, when a mechanic or another customer enters the store, there is a minimum of delay in reaching the tool department proper, and here nearly all tools are grouped. Mr. Lacasse remarked, regarding this:

"A salesman can show ten hammers with this plan where he could only show, with convenience, three or four in the old way. This makes it easier for the buyer to select and the salesman can show the stock quicker. Then the stock can be quickly put back into place after a sale has been made. It is a saving of time all around and far more satisfactory to both buyer and

Continued on Page 64.

GETTING CLOSE TO THE STREET

The success which has attended the linking up of window displays of tools with the tool department itself, in the Davignon store, is probably due in large part to the fact that the management has worked to bring the tool department within easy reach of the customers passing the store. Display arrangements having for their object the showing of a complete range of stock are also carried out in the tool department as evident in the above display. Special glass-fronted compartments are provided for hatchets, hammers, saws, levels, etc. It will be noted that there is an unique arrangement in each so that the goods are shown to best advantage and yet within easy reach. At the rear is found a series of small drawers for various lines of tools and builders' hardware, samples being affixed to the front of each drawer so that the stock is easily located and samples are always before the customer for examination. Beneath the case in the foreground are other display cases with glass fronts. The whole arrangement enables the manager of the department to constantly change his displays and thus maintain the interest of customers visiting the store.

Three hundred and forty-eight pockets are provided for screws in this department. This plan has eliminated any pilfering and places the stock within easy reach of the store salesmen. Other unique features of this department are described in the article.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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SATURDAY, MARCH 12TH, 1921

THE LARGE number of hold-ups and other criminal actions taking place in many Canadian cities at the present time raises the question as to whether the recent legislation in regard to the ownership of firearms is serving its proper purpose. The criminals have been in the habit of getting firearms and other equipment for their work in any possible way, despite police regulations, but meanwhile these regulations are putting obstacles in the way of the ones whose need of weapons for protection is urgent.

Giving the Facts

A GOOD motto for the business man to keep before himself and his staff these days is that reproduced elsewhere in this issue making the point that there are "no hard times coming, it's just the soft times going." It has been pointed out on many occasions that the present phase of the readjustment process is one which forces a return to those conditions where selling again returns to its former importance. In this connection every merchant should see to it that due attention is paid to the perfection of his selling system to meet present conditions. One of the first steps that might be taken is to see that every salesman on the staff is sufficiently well informed in regard to the lines he sells, that he can give the maximum service to customers. There are many points such as courtesy, to be kept in mind, but it is doubtful if any other element is quite as important in selling as a detailed knowledge of the goods being sold, and as to what advantage will result from their ownership.

A good example of effective argument resulting from a little calculation is found in an article on the sale of washing machines in this issue. Here it is figured out that the investment of $400 in modern laundry equipment for handling the washing of an average family of four, results in an annual saving of $227, after considering depreciation, cost of materials required, etc. Even with the employment of outside help to operate the machine in the home, the saving is $33 in cash apart from the extra saving through having the clothes home laundered.

Such facts as these provide convincing argument and whereas in recent years of prosperity there has been little need for such selling effort, it is now required in full measure. The same principle of figuring may be applied by the merchant in regard to other lines where special selling effort is required.

Hardware Prices

MANY interesting points are noted in a study of the price comparison table published elsewhere in this issue. It is noted, for example, that declines which have taken place during the first two months of this year, nearly wipe out the increases made during 1920. This is of course dealing in average prices representing sixty-seven staple lines of hardware. A table appearing in the first issue of this year of Hardware and Metal showed that taking 100 as an index figure representing the price in January, 1920, the average price at the beginning of the present year was $110.53 or an increase of 10 1-2 per cent. A similar comparison between prices at March 1st, 1920, and 1921, shows the present average at 94.94 or a decline of 5 per cent. in that time.

Comparing present prices with those prevailing in January of this year it is noted that the average decline has been 8 1-2 per cent. represented by an index figure of 91.4. In view of the fact that the total increase during 1920 on these lines amounted to 10 1-2 per cent. it is evident that the increase of 1920 is nearly wiped out by the decline since the beginning of this year, and that the average price on these commodities is nearly back to what it was in January, 1920.

The increases and declines vary greatly as will be seen by reference to the table. Thus while lantern globes, sash weights, Canada plate, etc., are still much above the prices of March 1920, turpentine, sash cord, window glass, tin, lead, and some other lines have declined substantially. A table such as this shown in the market section of this issue will help the merchant to a true appreciation of the relation of prices and enable him to maintain a more intelligent idea of what is transpiring in regard to prices on hardware.

Canada's Trade in Hardware

MUCH is heard these days in Canada of the necessity of increasing our export trade and cutting down on imports, so that the financial standing of this country abroad may be improved. This is not a problem that can be solved by any rule applied alone to domestic business, it is an international problem which is much affected by doings in far distant parts of the globe. Meanwhile, in the words of a prominent U. S. manufacturer who recently visited Canada, we should rather encourage the wider sale of Canadian products than to try to even up matters by endeavoring to curtail imports, having in mind, of course, that imports of luxuries which must be paid for with necessaries is not a condition to be desired.

In this connection it is interesting to note from a review of figures of Canada's trade for eight months ending November 1920, that as far as hardware lines are concerned Canada's increase in imports for that period are practically offset by the increase in exports of those lines during the same period. Applying this analysis to specific lines it is noted that imports of all lines of cutlery were approximately double those of the same period in 1919. Butts and hinges, nuts, rivets, bolts and screws also showed substantial increases in imports, as do also lubricating oils, gasoline, sporting goods, brushes, wire, etc. On the other hand passenger automobiles show a decrease in value of imports while our exports show a substantial increase. Other increases are noted in exports of bolts and nuts, wire nails, screws, washing machines and wringers, electrical apparatus, and paints.

In view of present conditions a study of these figures as applying to hardware lines is interesting. This table is shown elsewhere in this issue.

Indefinite Delay in Test Case

Government Has Not Made Up Its Mind as to What Court to Take Case to—R.M.A. Has Engaged Counsel

A DELAY has been occasioned in the commencement of the test case to establish the authority of the Inland Revenue Department at Ottawa to classify certain retail merchants as manufacturers. At present it is not known whether the case will be heard in a few days or in a few weeks. The whole matter rests with the Government, which is endeavoring to make up its mind what court to take the case to.

Two weeks ago arrangements were practically completed for hearing the test case in the Exchequer court, but since then the Government has been trying to decide whether it would be better to follow the original plan or to proceed summarily in the local police court. The Dominion Board, Retail Merchants' Association of Canada, has engaged counsel in the person of T. A. Beament of the local law firm of Beament and Armstrong, who is prepared to file his defense as soon as he has been advised which court the case is to be prosecuted in. It was Mr. Beament's suggestion that the case be proceeded with summarily in police court. His idea was that the dissatisfied party could order a stated case which would be argued before the appellate division of the Supreme Court of Ontario, all of which could be done more quickly than if the case was taken to the Exchequer Court.

It is realized by Mr. Beament and others concerned in the matter that a decision in the case of the merchant tailors cannot be directly applied to other lines of trade as there is not an immediate parallel, but if a decision is given in favor of the merchant tailors it will undoubtedly affect the Government's attitude towards the other merchants.

SALES TAX ON PURCHASES BY WHOLESALERS FROM MANUFACTURERS

The Department of Customs and Inland Revenue has cancelled the ruling which made it necessary for a wholesaler to certify that the goods purchased by him are for resale.

All that is required under the new ruling of the Department of Customs and Inland Revenue is that the wholesaler should quote the character and number of sales tax license held by him.

Endorse Mutual Fire Insurance Plan

Mutual Fire Insurance for Members of Ontario Retail Hardware Association—Officials Endorse Scheme Outlined at Recent Convention

THE plan of mutual fire insurance, as outlined at the recent convention of the Ontario Retail Hardware Association in Hamilton, by F. A. Martin, Ontario manager of the Hardware and Implement Dealers' Insurance Company, has been recommended by the officers of the association after full consideration of the matter, according to Secretary W. F. Macpherson. The proposition of this company was mentioned in the report of the convention appearing in February 19 issue of Hardware and Metal, which outlined that the hardware association members in the States have been saving 50 per cent. on their insurance through this means and that due to the low ratio experienced on hardware and implement lines and the small expense at which the business is handled, there was no reason why this dividend rate could not be maintained or increased. It was stated that the dealer has positive protection at one-half the cost of stock company insurance. Fireproof garages were included in the coverage, the dividend on this class being 40 per cent.

Correspondence was read from the secretary of the New York State Retail Hardware Association, who stated that the insurance scheme had helped to build up the association owing in part to the fact that the mutual companies have refused to continue insurance for a merchant who withdraws from the association or who defaults in payment of dues.

In regard to general stores, it was stated that where they carry 25 per cent. hardware their entire line will be covered.

Secretary Macpherson advises that on behalf of the O.R.H.A. he has advised the manager of the Canadian Hardware and Implement Underwriters that the proposal as outlined is acceptable on the basis that the company will operate in Ontario, insuring such hardware dealers who are members of the association. The financial standing of the companies has been investigated and reported to be satisfactory. Vice-President George May conducted this investigation and reports that he has no hesitation in endorsing the proposition to the members.

Sugar-making Supplies

Ingram & Davey, of St. Thomas, Ont., have a most attractive window display this week featuring sugar-making supplies. In the centre of the window is an old-fashioned tripod, made by crossing three branches. From this is suspended a large sugar kettle. Beneath the kettle kindling is laid and the whole makes a picture suggestive of the woods and sugar-making. All around are sap pails and other requirements of farmers who boil sap. The window has proved an excellent business producer. The firm backed its window display by special advertising featuring sugar-makers' supplies. The advertisement was freely illustrated and prices were given in large figures. Trade was drawn, it was stated to Hardware and Metal, for fifty miles around the district.

February Building in Canada

In February, building and engineering operations in Canada have shown a marked increase over January. For the month, the value of the contracts was $17,641,000, an increase of $8,693,500 over January, and a decrease of only $696,100 from February, 1920.

The figures represent 544 houses, brick and frame, valued at $2,986,000; 132 business buildings, brick, frame and concrete, valued at $10,814,600; 29 industrial buildings, brick and frame, valued at $1,192,000; 29 engineering construction, steel and concrete bridges and general engineering, valued at $2,648,400.

New Branch Factory

Kingsville, Ont.—A new branch company, the McIlroy Belting Works of Canada, Limited, is now in operation here. The Canadian company are a branch of the McIlroy Belting and Hose Company of Hammond, Indiana, who for the past eighteen years have been manufacturing solid woven and stitched canvas belting, exporting their products throughout the world. They also manufacture fire hose.

Outlook for Cement

At the annual meeting of the shareholders of the Canada Cement Company, held last week, in Montreal, F. P. Jones, the vice-president and general manager, stated that business outlook for the coming year was more or less obscure. He thought that the activity in building trades this year would show an improvement over that of the past two years, but did not anticipate any marked boom. Summing up the prospects before his company, he stated: "I do not hold out any great hopes for an active business in cement in the near future. If our company secures enough business this year to warrant the running of our plants to within 60 per cent. of their capacity I think we shall be doing well." The company is contemplating the erection of a new ten-storey building on Phillips Square, and work on this will likely be started in the near future.

News of Western Canada

"Public Will Solve Your Problems"

"If You Do Not Solve Your Problems, the Public Will Do It for You," Dr. Hindley, Director Bureau of Education, State Retailers' Association, Washington, Tells Vancouver Retail Merchants, in Timely Address

By Staff Correspondent of Hardware and Metal

VANCOUVER, B.C.—A great gathering of retail merchants assembled in Dominion Hall to hear an address by Dr. W. J. Hindley, director Bureau of Education, State Retailers' Association, Washington, on the subject of "The Buyers' Strike." President J. T. Crowder, of the Vancouver branch of the British Columbia Retail Merchants' Association, also made a few remarks.

Starting with trade conditions during the war, when the public accepted everrising prices with patriotic resignation, then the armistice, with the public expecting an immediate drop, and their consequent bewilderment when, through abnormal foreign demand and a triple issue of paper money, the prices rose more than during all the years of the war, right through to six months ago, when the accumulated public indignation, fanned by the press, expressed itself in the refusal to buy, Dr. Hindley took his audience. "When all the thrift campaigns were insisting on 'Do not buy luxuries' and 'Do not buy extravagantly'," said the speaker, "the public became impressed with the first two words only, 'Do not BUY' and they commenced to accept that suggestion.

Attitude of Newspapers

"The newspapers are the greatest constructive factor in this country," he continued. "They must keep up reader interest, else they will have nothing to sell to the advertiser. They therefore always reserve their front page for the unusual—the striking and sensational. I, personally, do not blame them for taking up the question of distribution, it is vitally interesting to the public. That the headings they used and the slant of their news items was damaging to the retailer especially, apparently is a mere detail. A newspaper man is essentially an idealist, a theorist, a publicist, and he is not a business man, as you and I understand the term. Now then, I do blame the retail trade, that individually and collectively they did not go to the publishers, though uninvited, and lay before them the effect of their actions. It will be a sorry day for Canadian institutions when the retailers or any organization can wield the big club over the Canadian press and force their editorial and news columns. That would be disastrous. But it is not unreasonable to point out to a publisher of any kind that a certain course of action is bringing too speedy a reversal of merchandising, and will lead, as it has, to a business paralysis.

Reacts on Farmers

"The farmer felt six months ago that all manufacturers could immediately drop their prices—that the retailer could immediately mark down his goods to near pre-war levels, without the farmer being affected when he sold his products. The fallacy of that is becoming evident to the farmers to-day, and their unlimited demands for low tariffs are becoming modified within the last few weeks as the effect of the slump in the price of goods, that they as well as others have hastened, has not left them untouched.

"The farmers for the last fifty years have made efforts to organize. They made many mistakes. They corrected those mistakes, and to-day, as a result of their organization and strength, what have we? Text books on agriculture in the schools, courses on agriculture in the colleges, hundreds of thousands of dollars expended all over the country, by the governments, on agricultural colleges, experimental stations and farms and research bureaus, Ministers of Agriculture in every Government looking after the interests of the farmer.

"Did you ever hear of a special portfolio in any Government to look after your interests?

What Labor Has Accomplished

"The labor unions in the last fifty years have been organizing. They made lots of mistakes. They were only human. But look what they have accomplished. Union men are in charge of technical and vocational schools. Departments of labor have been founded in the various governments. A Minister of Labor in Ottawa and Washington with all kinds of organizations for adjusting disputes, settling strikes, setting wages has been appointed. They have put through wonderful legislation for the worker, workmen's compensation, women and child labor laws, minimum wage laws, eight-hour days, etc.

"All because they are organized strongly enough to demand attention. The general public," said Dr. Hindley, "has decided that the distribution system of this country has to be improved. Waste has to be eliminated and efficient service will be the price of a legitimate profit. The mortality among retail merchants is colossal. Every year hundreds of merchants fail. Their stocks may be sold for 40 cents on the dollar. Who," demanded the speaker, "pays the other 60 cents? The wholesalers? Yes, probably, for the time being, but you know and I know that that other 60 cents on the dollar ultimately must come out of the public.

More Economical Distribution

"It is not sufficient that we as merchants go serenely along, ignoring the demands of the public. The railroads did that fifty years ago, and, as a result, the public used the only tool they had, clumsy though it be—legislation. To-day the railroads have been so hampered by legislative enactment (and the end is not yet) that no person would consider United States railroad securities a sterling investment. The liquor interests on this continent refused to put their house in order. The public rose in its might and wiped the entire industry off the map. It is not a fair parallel to compare the liquor business with the retail distribution of this country, but, gentlemen, the public is to-day of the opinion that the retail system of distribution could be more economically handled.

"Shall We Do It?"

"Shall we attend to it, or shall we

permit the public to use the only instrument that they possess—legislation? There are five bills before the United States Senate at this moment. They deal with vital matters, such as printing the cost on every article, setting a uniform profit on all articles, putting all distributors under the control of Government bureaus. Don't ever imagine that the problems of the retailers in the United States to-day will not be yours to-morrow. Our problems are common and our solutions will be applicable on both sides of the line. Are you aware of what the trend is here in Canada? Have you read the last issue of MacLean's Magazine? You should all read it. Under the title, 'My Confession of Faith,' Crerar states,"—and Dr. Hindley quoted from MacLean's Magazine Crerar's remarks re the attention that will be given to the distribution system.

"Public Will Do It for You"

"If you do not solve your problems, and have not the courage to effect the necessary changes, the public will do it for you. If there are found practices not in the interest of the public good, among any member of the bar, the Bar Association, with consent of the Government, takes action. If charlatans are found among the medical profession, the Medical Association, with consent of the Government, takes the necessary action to clean house. The same with the wiring of your house, the digging of a sewer or the installation of a water pipe, the same is covered by your city by-laws, acting on the advice of the respective trade association concerned.

Organization Essential

"But in retailing any one can engage, without training, without examination as to fitness, or any supervision whatever, and the public knows this and knows who pays for the failures, and will take action unless you do. You must organize—you must agitate till you have a training system for retailers—you must cut out the inefficiency, the loss, the waste motion. You must be united to fight the demands of radical experimenters who would scrap the present retail distribution system and destroy your investments. You must unite to fight the suspicion that has been cast on your trade by malicious agencies, and unsympathetic newspapers. You must join your association and let it speak for 100 per cent. of the retailers in this country."

In addition to the address of the evening, a musical programme was given, community singing being conducted by Roy A. Hunter, representative in Vancouver of Hardware and Metal. Mr. Hunter also contributed a cornet solo, and vocal numbers were given by Ben Crann and Douglas Whitelaw.

Swift Current, Sask. — MacDonald's Hardware suffered loss in a recent fire here.

Western Notes

J. Drewe, of Winnipeg, chairman of "Save the Surface Campaign," gave an inspiring address to the merchants attending the short course at the University of Manitoba on "Plans for Increasing Your Sales."

A. J. Webb, of Winnipeg, president of the Winnipeg Paint Club, gave a practical address on the manufacturing of paints to the merchants and their salesmen who were attending the University of Manitoba short course.

Camrose, Alta. — Morris & Taylor, hardware, have dissolved partnership, J. B. Taylor continuing. Chas. E. Morris has returned to Charlottetown, P.E.I., to engage in a partnership with his brother in another line of business. Mr. Morris had been for thirty years in Alberta, most of which time was spent in the hardware business. The partnership just dissolved was in existence for twenty-three years.

Western Wholesale Hardware Firm Enters Objection

Winnipeg.—Objection to the recent change in assessment ratings for wholesale houses was made by J. Noel Nivin, appearing on behalf of the J. H. Ashdown Co., Ltd. At a recent meeting the council lowered the rates for wholesale harness premises from 4.2 to 2.8, and raised the rating for wholesale hardware premises from 2.8 to 3.5. The principle involved was that hardware was much less bulky than harness and that more stock could be stored on the same floor space.

Mr. Nivin stated that the stock of the Ashdown Hardware contained much that was identical with the stock of most harness houses and a great deal of very bulky material such as stoves, nails, etc. Much of the floor space of the Ashdown warehouse was used for storage purposes only, and it was not just that the assessment should be charged on all of it on the same basis.

The city council left the matter over for consideration at an early date.

B.C. Firm Requests Increased Duty on Imports of Copper Products

A number of companies operating in B. C. are said to be requesting an increase in the duty on certain copper products coming into Canada. It is said that if copper reaches much higher prices certain consumers will be forced to commence the manufacture of it in order to overcome the increased costs which would be brought about by the duty suggested. In this connection a brief review of the copper situation in Canada in 1920 is interesting. Copper production last year in Canada amounted to 40,577 tons, the imports were 10,500 tons, or 51,077 tons in all. Exports amounted to 44,485 tons, not including copper wire and cable, which has not been reduced to a tonnage basis in the report issued by Ottawa.

LOWER BUILDING COSTS IN THE WEST

Saskatoon, Sask.—At the convention of the Saskatchewan association of building and construction industries, the general feeling was that the cost of building material is decreasing. Figures read showed a decrease of from 12½ to 15 per cent. Further reduction could be made, it was said, when the efficiency of workmen was raised.

Aiming at a Welfare Fund to Protect the Merchant

It was decided at the Retailers' Vancouver Convention last summer that the time had arrived when, in the interests of the retail merchants of Canada, greater assistance was required to fight some of the battles of the R. M. A. To cite one instance: During the fight over the Board of Commerce it required the sum of $1,000 to have the case of the retailers prepared and presented. The decision to go ahead with the case had to be made in a hurry, and had to be made without seeing the money actually in sight. There have been many similar instances in the history of the R. M. A. during the last twenty-five years. Irreparable harm might be done to the cause of retail merchants throughout the country if provision is not made to have legislation watched very carefully and all the interests of the R. M. A. safeguarded. It is beyond the present power of the executive officers to do this work with the money at their disposal; the membership fee is not yet sufficient to cover necessary and advisable expenditures.

Consequently, a Welfare Fund is being solicited from merchants all over Canada. Committees are being, or have been, appointed in the several provinces and in several of the large cities whose business it is to canvass the retail trade. There is nothing obligatory about helping with this fund, but the officers of the association, both Dominion and Provincial, all feel that it will commend itself to the judgment and the generosity of the retail merchants of Canada.

Events in the Trade

Business Changes

Simcoe, Ont. — Chas. E. Boyd, hardware, has sold to W. H. Davidson.

* * *

Montreal.—Latimer & Enright, plumbers, have dissolved partnership.

* * *

Swift Current, Sask. — Rountree & O'Neil, tinsmiths, have dissolved partnership.

Fire Loss

Alexandria, Ont.—R. H. Cowan, hardware merchant, suffered recent fire loss.

New Firm

Marshall Bros. are opening a new hardware store at 120 Van Horne St., Toronto, corner of Dovercourt.

Personals

F. C. Hesketh, of Cupar, Sask., was a visitor at the McClary Mfg. Co., Ltd., Toronto, this week.

* * *

Alex. Johnston, former Deputy Minister of Marine, who left the department to take a position in the British Empire Steel Corporation, has returned to his old position.

* * *

N. M. Currie, managing director, St. Marys Wood Specialty Co., Ltd., St. Marys, Ont., was in Montreal this week visiting the jobbing trade.

* * *

P. F. Nichols, sales manager of the Apex Electric Mfg. Co., 1410 W. 59th Street, Chicago, Ill., is making a business trip through Ontario, Quebec and the eastern provinces.

* * *

A. M. Towe, Duskill Map Co., London, Ont., is receiving congratulations on the arrival of a daughter.

Incorporations

Industrial Products, Ltd., has been incorporated with capital of $40,000 to manufacture and deal in japans, enamels, paints and colors, cements, insulating material, roofing, etc. in Toronto.

Change of Address

The Hurley Machine Co., Ltd., have moved from their former premises, address 413 Yonge St., Toronto, to new offices and sales rooms in the Ryrie Building, corner of Yonge and Shuter Streets, Toronto.

Hardware Merchant Wins Claim

Mr. Justice Rose awarded Thomas H. Boyd, Toronto, $829, full amount of claim against the city, for damage done to his hardware stock at 2252 Queen St. East, done by water backing up from Willow Avenue and flooding the cellar.

Postpone Montreal Retail Hardware Meeting

Montreal.—The meeting of the Montreal Retail Hardware Dealers' Association which was to have been held on March 9 and at which the election of officers for the coming year was to have taken place has been postponed until a little later date.

Scythes & Co. Open Eastern and Western Branches

Scythes & Co., Ltd., Toronto, manufacturers of cotton waste and oiled clothing, etc., have opened branches in the East and West. The addresses of the new branches are:

112 Carroll Street, Vancouver, and Mitchell Street, Halifax.

Injured in Motor Accidnet

Montreal.—J. Thurston Smith, secretary-treasurer, Lewis Bros., Limited, is suffering from a compound fracture of his right leg, as a result of a motor accident last week. Accompanied by Mrs. Smith and their three children, the closed car in which they were riding was hit broadside by a local street car while travelling at a fair rate of speed. Fortunately Mrs. Smith and children escaped with only slight injuries.

Mr. Smith is now in the Western hospital, progressing favorably, but will be confined to the hospital for at least six weeks yet.

Business Progressing Satisfactorily

"Business has been picking up most satisfactorily and I am looking for steady improvement," said Norman Howden, of the D. H. Howden Hardware, London, Ont., to Hardware and Metal, in discussing the business outlook. "Not in many years had so much work been submitted to architects. Whether it will proceed depends to a large extent on the attitude of labor. There are great numbers of people who want to build once they are satisfied they can proceed without interruptions if they start. Speaking generally there has been a steady trade and I am looking forward to an excellent year."

Presentation to W. F. MacPherson

Prescott, Ont. — W. F. MacPherson, hardware merchant, who is becoming permanent secretary of the Ontario Retail Hardware Association, was called to the Presbyterian Church and made the recipient of a very handsome silver tray with testimonial engraved on same as a recognition of his services as choir leader for over 20 years. Mr. MacPherson recently resigned as leader of the choir in order to devote his entire time to association work.

Make a Presentation

Montreal.—At a social evening held in the town hall of Cote St. Paul, the joint social committees of Crane Limited, Canadian Tube & Iron Co. and Canadian Car & Foundry Co. presented J. M. Carson, industrial secretary of the Y.M.C.A. for the western section of the city, with a suitable gift in recognition of his work among the employees of these companies.

Death of G. Y. Chown

Kingston, Ont.—The death of G. Y. Chown, president McArthur, Irwin, Limited, Montreal, is announced. He had been in ill health during the past two years with heart trouble, but previous to this held active positions in many local offices, having many local and outside interests.

Mr. Chown was sixty years of age and was a son of the late Edwin Chown. After graduating from Queen's University in 1884 he entered his father's business, wholesale and retail hardware, later buying out his father's interest. This business was sold to his brother, Oliver Chown, and deceased then became registrar, and subsequently secretary-treasurer of Queen's University in 1897.

Mr. Chown became president of McArthur, Irwin, Limited, in 1912, taking an active part in the paint trade until over a year ago, his rugged constitution giving way under his intense business life.

In addition to being president of McArthur, Irwin, Limited, Mr. Chown was a director of Parker, Irwin, Limited, Montreal; Laporte, Irwin, Limited, Montreal; Miller Extracts, Limited, Millerton, N.B.; Valley Camp Coal Company, Cleveland, Ohio; Great Lakes Transportation Company, Midland, Ont.; Fort William Dock Company, Fort William, Ont.; Canada Dredging Company, Midland, Ont.; president of Weber Piano Co., Ltd., Kingston, Ont.

Says Obstacles to Sales are Merely Mental

Hamilton, Ont.—Claiming that the only obstacle to sales at present are mental ones—a state of mind, pure and simple—officials of a Hamilton electric appliance firm expressed themselves as being confident that if the manufacturer would continue to advertise his product, and salesmen would aggressively push sales, orders would be secured and production increased, providing, of course, that the product in question has merit.

In an interview the sales manager of this company stated that, speaking generally, his company did not believe that the electrical industry and its kindred lines has been affected by the so-called "depression" during the past six months, although it was possible that some concerns had forced the depression on themselves by discontinuing their advertising and ceasing to push the sale of their product aggressively.

Ontario R.M.A. Meets Legislature

This week the Retail Merchants' Association of Ontario went before the Legislature to secure a number of legislative enactments and alterations. A more stringent interpretation of the Transient Traders Act, amendments to the Factory and Shop Act, alterations in the Division Court Act regarding garnishees, moderate treatment of garages under the new bill, No. 76, were among the things asked of the Government.

In the matter of garnishees the retail merchants asked the adoption of a percentage basis, with the merchant issuing the order of garnishee receiving the percentage to be set by the court. At the present time salaries of married men are exempt up to a certain amount.

At the request of many municipalities the Government was asked to pass amendments to the Transient Traders' Act which will make it harder for peddlers to invade the trade territory of the established stores. In the case of the garages the retail merchants feel that the business is already laboring under difficulties and that the proposed license should be only a $1 or $2 registration fee and not be based upon garage income.

Featuring Chain Door Bolts

Montreal.Montreal hardware firms are featuring a chain door bolt as a protection against burglaries, which are now so common, especially in the larger towns and cities. This chain bolt fastens on the inside of the door with the keeper on the door casing. A knob (attached to a short chain) runs into a slot of the keeper from the top. With this fastened to the door, it would be an extra precaution to the common door lock, and entrances gained by the use of skeleton keys could not be made. Wholesalers state a great demand is being shown for these articles.

Will Not Continue Steel Price Concessions

Steel Market in Drifting Stage—Wire Nails Cut to $3 by Some Independents

STEEL prices remain in a state of flux awaiting the appearance of sufficient tonnage to appear to induce producers to establish a definite trading basis, says The Iron Trade Review. As it is, numerous mills, barring the Steel Corporation plants, are meeting the situation as they find it necessary to protect themselves. Apart from a few of the more aggressive interests, however, they are not disposed to press continuing concessions upon indifferent buyers. Consequently a waiting policy generally is being adopted and the market is in a drifting stage. Generally speaking the independent mills by reason of their reduced prices have been able to obtain a larger fraction of the going tonnage and their operating position has been bettered to the extent permitted by a sluggish buying situation. Steel Corporation operations are dropping steadily and this week are not over 50 to 60 per cent. The Gary rail mill is operating at the highest rate since it was built, and is producing about 20,000 tons daily. Steel ingot production for the entire industry in February fell off approximately 12 per cent. from January, or in about the same degree as pig iron. Total February steel output is indicated to have been at the rate of 26,630,000 tons annually compared with a rate of 21,520,000 tons in January.

$3 for Wire Nails

A cut to $3 in wire nails by three independent makers has shaken confidence in the relative stiffness which has been shown in wire products, says The Iron Age.

Two lines which have resisted pressure are tin plate and tubular goods, in both of which there has been a slight improvement, though admittedly temporary.

The February production of steel ingots, according to the records of the American Iron and Steel Institute, suggests a total for the country of 2,055,306 tons for February, or a daily average of 85,638 tons, against 103,533 tons per day for January.

Germany will supply 30,000 tons of heavy rails for North Africa at about $31 per ton, f.o.b. continental ports. Germany was next to the lowest of five bidders on 90 locomotives for Spain, and got the business ahead of Belgium because of favorable conditions of delivery.

Forced selling of tin plate has continued to shove British prices downward, and the Welsh product is now obtainable at $5.36 per base box, or about a 17 per cent. reduction in two weeks.

Foreshadows Early End of Board of Commerce

Ottawa.—The early demise of the Board of Commerce is foreshadowed in the change in the estimate of money needed for its continuance. Last year the sum set aside for the maintenance of the board was $124,000. This year there is a single estimate of $1,000, and that will not carry very far the secretary, stenographer and watchman, who alone remain of the once complex organization.

Now Fraim-Slaymaker Hardware Co., Inc.

Walter E. Fraim, son of the late E. T. Fraim, for twenty-six years prior to January 1 last connected with the E. T. Fraim Lock Co., of Lancaster, Pa., and as president of that corporation since the death of his father in 1917, has purchased the plant and business of the Slaymaker Lock Company of that city in all its details. A new corporation has been organized by Mr. Fraim, and in future the business will be conducted as the Fraim-Slaymaker Hardware Co., Inc., with principal offices in Lancaster, Pa.

Ontario's Leather Output Value High

Products to the value of $36,726,990 were turned out by the leather industry of Ontario during 1919, according to information forwarded by the Dominion Bureau of Statistics. This valuation is based on the selling price of the products at the place of manufacture, and the statistics are gathered from 40 establishments, that may be taken as representing the entire tanning industry. The Ontario tanneries have an output that is approximately three-quarters of the tanning industry of the entire Dominion.

Crane Co. Warehouse in London

London, Ont.—The Crane Company, of Chicago, has purchased a site for a warehouse on York street opposite the Grand Trunk freight sheds, and plans are being prepared for a three-story warehouse. The firm plans to make London a distribution center for hardware and plumbing supplies for Western Ontario. Work on the new building will be commenced in a few weeks.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

COLD CHISELS, CALKING IRONS, ETC.

C. Drew & Co., Kingston, Mass., manufacturers of hardware and specialists in ship and boat builders' tools have issued a catalog covering some of the lines they manufacture. Included in the catalog are calking irons of various design and size, calking mallets, hawsing irons and beetles, reaming irons and marling spikes, coppering hammers and punches. Other lines listed are cold chisels, box chisels and crate openers, ship and box scrapers. Cooper's tools, hammers and irons, are also shown, and mason's tools such as hammers, trimmers, sets and jointers are another line listed.

BILLMONT WRENCHES

The Edgar C. Guthard Co., Chicago, Ill., manufacturers of the Billmont wrench with interchangeable sockets, have issued a Canadian edition to their catalog of this line. With Billmont wrenches the makers claim that it is possible to get a wide range of wrench equipment with little bulk, as all sockets are interchangeable and snap into the Billmont nose piece, being held there firmly by the spring ring retainer and yet can be easily removed. Various assortments of sets are shown, suitable for garage men, mechanics and also small sets for individual use. The entire line is said to equal 768 different wrenches. The Canadian representative is A. J. Hopkins, Montreal.

"NULITE" LAMPS AND LANTERNS

The National Stamping & Electric Works, Chicago, Ill., are issuing new circulars and booklets describing and illustrating their "Nulite" match-lite lamps and lanterns. The makers state that there is a wide opening for these lines all the year round, both in town and country, and that "Nulite" lamps and lanterns give a 400 candle power light at small consumption of gasoline. They light with a match, no torch or alcohol being needed. Pamphlets and dealers' helps are available on writing to above address.

MILL SAWS AND SPECIALTIES

A new revised price list has been issued by E. C. Atkins & Co., Inc., Indianapolis, Ind.; Canadian factory, Hamilton, Ont., as a supplement to their No. 18 catalog. Revised prices are given for mill and circular saws and other inserted tooth saws as well as saw sets, swages, gummers, etc. The new list cancels all lists and prices on pages 26 to 64, 77 to 85 and 93 to 95, inclusive, in catalog No. 18 of 1919 and all former lists. All dealers interested are invited to write for a copy.

ALUMINUM HINTS AND HELPS

The success attending the issue of "Facts and Figures," containing tabular data on the various forms of aluminum in a compact loose-leaf pocket book style, has encouraged the British Aluminium Co., 263-267 Adelaide St. W., Toronto, Ont., to publish a companion series entitled: "Aluminum Hints and Helps." These booklets deal with every-day methods of working the metal. No. 1: Contains Hints and Helps on Aluminum in the Foundry; No. 2: Aluminum Spinning and Press Work; No. 3: Aluminum Shop Practice; and No. 4: Aluminum Finishing Processes.

These booklets are nicely got up with fairly stiff covers so that they can be carried without damage in the pocket and at the same time are not too bulky to be filed with the original issue of Facts and Figures. Those interested can obtain copies on application to above address.

PEERLESS FENCES

The Banwell, Hoxie Wire Fence Co., Ltd., Hamilton Ont., and Winnipeg, Man., have issued a new complete and well arranged catalog of their products. A wide range of farm fences in different styles is listed and illustrated. Hog and poultry fences are also made and cataloged. Other Peerless products are: Ornamental and park fences, wire window guards, flower bed guard, farm and ornamental gates and steel fence posts. Among the other lines listed are: Stretching tools and fence building accessories, barb and coil wire, brace wire, etc. Useful directions and hints for erecting and stretching fences are also included in the catalog, a copy of which can be had on application.

SANDERSON & PEARCY'S BULLETIN

Sanderson & Pearcy, Ltd., Van Horne St., Toronto, Ont., manufacturers of "Hillcrest" paint products, issue a semi-monthly bulletin in the form of a folder. This folder is of good quality heavy stock and is well gotten up and printed. The centre contains a list of seasonable lines that are considered attractive at prices quoted. The "Hillcrest" group of paint products are listed separately at foot of bulletin and the various lines of paint and other allied commodities stocked by Sanderson & Pearcy form a useful reminder to the retailer of lines that he may have overlooked ordering and show him where they can be obtained.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

WALL BOARD

Scriven & Rutherford, Tilbury, Ont.—Kindly inform us who are the manufacturers of wall board and beaver board.

Answer.—Standard Paint Co., of Canada, Ltd., Montreal, Que.; The Beaver Board Co., of Canada, Ltd., Thorold, Ont.; Bird & Son, Ltd., Hamilton, Ont.; The Eastern Paper Co., Ltd., St. Basile Sta., Portneuf, Que.; Bishopric Wall Board Co., Ltd., Ottawa, Ont.

BEAVER BOARD

R. G. Coupland, Bobcaygeon, Ont.—Will you please give us the names of manufacturers of beaver board?

Answer.—Beaver board is manufactured by the Beaver Board Co., of Canada, Thorold, Ont. Other manufacturers of wall board are the following: The Standard Paint Co., of Canada, Ltd., Montreal, Que.; Bird & Son, Ltd., Hamilton, Ont.; Eastern Paper Co., Ltd., St. Basile Sta., Portneuf, Que.; The Bishopric Wall Board Co., Ltd., Ottawa, Ont.

LINING FOR FRICTION PULLEYS

Frank Dafoe, Madoc, Ont..—Kindly tell me where I can get lining for friction pulleys.

Answer.—F. H. Andrews & Son, Quebec City, Que.; The Diamond State Fibre Co., of Canada, Ltd., Toronto.

PLAYGROUND EQUIPMENT

J. Y. Smiley & Son, Woodstock, Ont.—Please advise us who makes playground equipment made from steel tubing.

Answer.—The Shipway Iron Bell & Wire Mfg. Co., Ltd., Wellington St. W., Toronto, Ont.

ALUMINUM WIRE

The J. H. Roper Co., Montreal, Que.—We would appreciate it if you could give us the names of any drawers of aluminum wire in Canada, other than those mentioned.

Answer.—The Canada Wire & Cable Co., Ltd., Leaside, Toronto, Ont.

ALUMINUM TABLE SPOONS

Lewis Bros., Ltd., Montreal, Que.—Please advise if you know of any manufacturers of aluminum table spoons. We have tried the firms whose names we enclose, without success.

Answer.—Other manufacturers of these goods are the following: Aluminum Specialty Co., of Canada, John St., Toronto.; Sidney N. Scharff & Co., 804 Victoria Bldg., St. Louis, Mo.; The Wagner Mfg. Co., Sidney, Ohio.

WROUGHT IRON FENCES

Ingram & Davey, Ltd., St. Thomas, Ont.—Please give us the names of manufacturers of wrought iron fences and gates.

Answer.—Dennis Wire & Iron Works, Ltd., London, Ont.; Aikenhead Architectural Metal Works, Ltd., Toronto; Canadian Allis-Chalmers, Ltd., Toronto; Canadian Ornamental Iron Co., Toronto; J. Corteau, Lac La Biche, Que.; Partridge & Sons, Kingston, Ont.; Shipway Iron Bell & Wire Mfg. Co., Ltd., Toronto; John Watson & Son, of Montreal, Ltd., Montreal, Que.

WIRE CAGE RAT TRAPS

The Russill Hardware Co., Toronto, Ont.—Kindly give us the names of manufacturers of wire cage rat traps in Canada and the U.S.

Answer.—E. T. Wright & Co., Ltd., Hamilton, Ont.; The Ferrier Wire Goods Co., 22 Mulock Ave., Toronto; The T. G. Rice Mfg. Co., King St. W., Toronto; The Abington Trap Co., Abington, Ill.; Michigan Wire Goods Co., Niles, Mich.; N. R. Streeter & Co., Rochester, N.Y.; The Wooster Wire Works, Canton, O.; The Animal Trap Co., Letitz, Pa.

IRON RODS, NUTS AND WASHERS

E. F. Urstadt, Desboro, Ont.—Where can we get iron rods, nuts and washers to specifications?

Answer.—Wilkinson & Kompass, Hamilton, Ont.; McGregor McIntyre, Ltd., Toronto, Ont.; The Phoenix Bridge & Iron Works, Ltd., Montreal, Que.; The Dennis Wire & Iron Works, London, Ont.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

2757. **Arms and munitions and sporting goods.**—A most important Italian firm doing business in the foregoing are anxious to hear from Canadian houses wishing to trade with Italy.

2758. **Electrical goods, leather belting, rubber goods, etc.**—A Turin house are willing to buy the foregoing articles in Canada.

2760. **Representation in British Guiana.**—A firm of manufacturers' representatives in Georgetown, Demerara, desire to represent Canadian manufacturers and exporters in all lines such as foodstuffs, tea, hardware, stationery, on a purely commission basis.

2766. **Steel wire ropes.**—A firm in Naples desire to hear from Canadian companies interested in doing business with Italy.

2769. **Wire rope.**—A Tokyo firm specializing in the import of British goods inquire for crucible steel wire rope of the following specifications:—

Crucible Steel Wire Rope, No. 7 (quality) 6-strand.—Cir. 2", 2,000 to 3,000 ft. length; Cir. 2¼", 2,000 to 3,000 ft. length; Cir. 2½", 2,000 to 3,000 ft. length; Cir. 2¾", 2,000 to 3,000 ft. length; Cir. 3", 2,000 to 3,000 ft. length.

Crucible Steel Flexible Wire Rope, No. 24 (quality), 6-strand.—Cir. 1½", 720 ft. length; Cir. 1¾", 720 ft. length; Cir. 2", 720 ft. length; Cir. 2¼", 720 ft. length; Cir. 2½", 720 ft. length; Cir. 2¾", 720 ft. length.

Twenty Years Ago

Items reprinted from Hardware and Metal of March 16, 1901:

"Harland Bros., Clinton, Ont., have bought the hardware stock of the late David Johnson, Seaforth, and will open a store in the latter town."

* * *

"Mr. Merrick, of Merrick, Anderson & Co., manufacturers' agents, Winnipeg, arrived in Montreal on Wednesday and is spending some time visiting the various manufacturers whom his firm represents in Winnipeg."

* * *

"The hardware, stove and tin business of W. W. Chown & Co., Belleville, and stove and tin business of S. C. Shown, also of Belleville, have amalgamated. The firm is to be known in future as the W. W. Chown Co., Ltd."

* * *

"Dyment, Butterfield & Co., founders, Barrie, Ont., intend increasing their staff to 50 men."

* * *

"The J. Still Mfg. Co., Ltd., St. Thomas, Ont., have been incorporated with $99,000 capital."

* * *

"Shurly & Dietrich, Galt, Ont., have decided to start manufacturing harvest tools, particularly rakes, hoes, forks, etc."

* * *

"The Maritime Glass Co., St. John, N.B., have been succeeded by the Maritime Art Glass Works."

* * *

"Some discussion has been going on lately over the practice of sending on post cards net quotations to customers. This is a practice not to be recommended. There is always the risk of quotations thus given being seen by those whom it might be advisable should not see them. Then apart from the question of secrecy, a letter is better than a post-card. It is more business-like and creates a better impression."

1 Per Cent. Tax on All Business Transactions

Such Tax Would Provide Much More Revenue Than Present Taxes on Business

SPEAKING before the Chamber of Commerce at Stratford, Ont., J. F. M. Stewart, of Toronto, a member of the board of directors of the Dominion Steel Co., and of the Canada Steamships Limited, had the following to say on business conditions.

He advocated the abolition of existing methods of Dominion taxation and the placing in effect of a system of taxes of one per cent. on all business transactions. He produced figures showing that the revenue from business sources of the Government would be about $160,000,000 under a system such as he suggests, or between $30,000,000 and $40,000,000 more than that derived under the present plan, and that the proposed plan would stimulate trade instead of stifling it.

In place of the various present systems of taxation, Mr. Stewart suggested that a tax of one per cent. on the net turnover, or rather on all commercial transactions, should be collected by the last man handling goods before they reach the ultimate consumer. This plan, as before mentioned, would bring many more millions of dollars' revenue to the country, and would affect all equally, as the more a man spent the more taxes he would pay, and this would include the farmer as well.

Nearly Back to Prices of January, 1920

Price Comparison Table Shows Present Average Price on Sixty-Seven Lines of Hardware is 5 Per Cent. Below Those of One Year Ago—Average Decline of 8½ Per Cent. in Hardware Prices Since January 1, 1921

A PRICE comparison table on sixty-seven staple lines of hardware, using 100 as an index figure representing the price prevailing one year ago, reveals the fact that the average price on January 1st of this year showed an increase of 10 1-2 per cent. over the price prevailing January, 1920, or an index figure of 110.53.

A comparison of prices on these commodities at March 1st, 1921, with those prevailing a year ago reveals the fact that a decline of 5.1 per cent. has taken place, the present index figure being 94.94.

Present prices show an average decrease of 8 1-2 per cent. since the beginning of the year.

The increase in prices on these commodities during last year has now been almost wiped out and the average price is almost back to that prevailing in January 1920. Using 100 as the index figure representing the price on March 1, 1920, present prices are represented by the following figures:—

Axes, single bit	92
Belting, Leather, Standard	111
Brass, Sheet	81
Bolts, Carriage	80
Washboards	120
Butts, steel	90
Boilers, Range	108
Cement, Portland	103
Churns, Hand	110
Canada Plate	125
Chain, Proof Coil	110
Sash Cord, base	51
Crowbars	102
Files	90
Grindstones	143
Window Glass	42
Hammers, Sledge	114
Hinges, Strap	87
Bar Iron, base	82
Sad Irons	111
Lawn Hose	95
Lanterns	120
Lantern Globes	162
Ingot Metals, Copper	78
Do., Tin	55
Do., Lead	54
Do., Spelter	58
Do., Aluminum	73
Washing Machines	111
Lawn Mowers	148
Nails, Wire, base	94
Do., 1¼ in.	102
Nails, Horse Shoe	106
Netting, Poultry, 2-in. mesh	110
Coal Oil	110
Gasoline	109
Oakum, Plumbers	67
Tar Paper, No. 1	121
Tarred Felt	101
Coal Tar, crude	128
Clay Picks	102
Pipe, Galvanized	102
Soil Pipe, cast	94
Lead Pipe	78
Ready Roofing, 2 ply	100
Rope, pure Manila, base	74
Cotton Rope	61
Wood Screws, bright	100
Shovels, 2nd quality	118
Sheets, galv., 28 gauge	94
Solder, commercial	64
Fence Staples, galv.	99
Wares, Enamelled, standard	119
Wares, Pieced Tin	117
Wares, Copper, N.P.	93
Stove Pipes	125
Sash Weights	150
Steel Wire, bright, base	91
Screen Wire Cloth	97
Clothes Wringers	89
Cotton Waste	78
White Lead in Oil	81
Linseed Oil	84
Turpentine	28
Paints, House	77
Do., Inside Floor	87
Putty	97
Rosin	70
Average	94.94

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

AIR WAY ELECTRIC CLEANER

The National Electric Heating Co., Limited, 544-548 Queen St. E., Toronto, Ont., have the exclusive factory distribution in Canada of the Air-Way Electric Cleaner. There are several exclusive advantages claimed for the Air-Way vacuum cleaner. One is the hollow suction handle. This enables the person using it to pick up the light featherweight Air-way and reach hangings, mouldings and high ledges, or the interior of cabinets or pianos and draw the dust like a magnet. This feature also eliminates stooping to attach any of the appliances. These come with the cleaner and are not an extra, and slip on to the upper end of the suction handle. Another patented feature is the universal joint, which is said to put the flexibility of the human wrist into the handle, enabling a person to reach round or under furniture or



"Air-Way" Vacuum Cleaner

into difficult corners. The sanitary paper dust bag avoids the disagreeable "shaking out." When full you burn or throw away the paper bag and insert a clean one. This feature has been widely endorsed by health authorities, it is stated. Then there is a visible dust indicator, which, it is said, is found in no other cleaner. A transparent, practically unbreakable window enables user to see the passage of the dirt and dust and know when cleaning is completed. Another feature shown through the indicator is that the air passes over the fan instead of through it, preventing wear and increasing efficiency, it is claimed. The floor tool, too, is stated to be self-adjusting for varying surfaces—carpets with deep nap or tile or hardwood can be equally cleaned with air only. Booklets, pamphlets and electros and other helps are supplied to dealers.

ELECTRIC OPEN HEARTH GRATE.

The National Electric Heating Co., Ltd., Toronto, Ont., are manufacturing an electric open hearth grate, which they claim fills a long-felt want, and meets a large portion of the requirements of the average modern home inasmuch as it is adapted to fit any style of open hearth fireplace. It is designed in the Adam period style, has a two kilowatt capacity and is finished in various standard finishes.

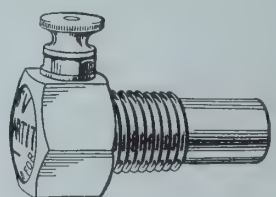


Electric Hearth Grate

"STARTIT" VAPORIZER

A new electric heater and vaporizer to enable an auto owner to start his car quickly in cold weather has been put on the market by the Startit Mfg. Co., 1523-1529 E. Washington St., Indianapolis, Ind., and has been called the "Startit."

It is stated that a Startit will vaporize gasoline in 12 seconds, but that better results will be obtained by allowing



"Startit" Vaporizer

30 seconds, or even one minute on an extremely cold morning.

The Startit, being made of brass, will not corrode or rust, and the walls are stated to be only ten one-thousandths of an inch thick. It is installed by drilling a 15-32 inch hole in the manifold near the distributing point and tapping with a ¼-inch pipe tap. A switch on the cowl board and a wire from the live side of the ammeter or battery to the switch and from there to the Startit is all else that is necessary.

The makers claim that Startit saves the heavy drain on the batteries by reducing the prolonged use of the starter, and that it uses only 4 to 5 amperes and should not be confused with pre-heaters. They claim that pre-heating the gasoline is wrong, as when pre-heated gasoline is injected into the cold manifold condensation takes place, but that when the cold spray of gasoline from the curburetor strikes the hot Startit located near the distributing point and mixes with the hot air directly above, it is changed into a pure dry gas and ignition is instantaneous.

CALORIC PIPELESS FURNACE

The Monitor Stove Co., Ltd., Hobberlin Office Building, Toronto, Ont., in introducing the Caloric pipeless furnace to Canadian dealers state that the Caloric is the same heating plant that has proved so satisfactory in the United States, in England, and other countries where they have been sold. The Caloric is described as a simplified warm-air heating system, low in cost, for which there is a market in almost every home, as well as for heating stores, churches and other buildings. Some of the features are, the patent triple casing, double ribbed fire pot, guaranteed for five years; extra large feed and ash doors, and heavy galvanized iron outer casing. It is sold under a money-back guarantee that protects both the buyer and seller.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

CHIEF features in the price changes this week are the further declines in cotton goods such as sash cord, cotton rope, etc., and new lower quotations on bright wire goods.

Manila wrapping paper and kraft have also been reduced in price again. Other declines include files and horse rasps, poultry netting staples, steam cylinder and black oils, oakum and solders. Some lower quotations are made on bar iron and mining tool steel. Quotations have been revised on some lines of pipe fittings, and nipples show a decline. New season's prices have been issued on Paris green and show a small reduction from last year's quotations. Arsenate of lead is slightly higher than last season. Turpentine and linseed oil prices are unchanged from last week and the demand shows improvement.

Pipe is held at changes noted last week, and there is no quotable change on black or galvanized sheets or plates. Ingot metals remain dull, and tin shows a further decline, but lead and spelter are exhibiting a firmer tone. The situation in Europe may have some influence, it is thought, on U. S. metals.

Little change is reported in U. S. steel prices during the past week and quotations on bars, shapes, plates and sheets remain practically the same as of the previous week. The chief feature is a cut on wire nails. This is interesting as the regular or Corporation price on these has been regarded as low compared to other steel commodities.

A gradual improvement in business is reported by wholesalers. Shipments of spring goods are going forward, and orders for paint, varnish, and house cleaning needs are increasing in number and volume.

Montreal Markets

MONTREAL, March 10.—A number of price changes are made this week, affecting lines of both shelf and heavy hardware. Bright wire goods show a reduction of about 12½%, and candle-wick packing now sells at a lower price of 46 cents per pound. Declines are made on Black Diamond, K. & F. files and Globe horse rasps. Poultry netting staples have lower quotations for this season and wrapping papers of the different grades and weights are from one to two cents a pound less. In the heavy goods, piping is now selling under a new list, nipples are revised and different lines of lead products are reduced. Many price changes are quoted on the scrap metal market, corrugated sheets in the lighter gauges are lower and bar iron and steel have some new lower base prices. Compression goods, sheets and plates remain unchanged, while ingot metals are quiet with a few easier quotations.

Business has taken a brisker aspect during the past week, with many booked orders for Spring deliveries being shipped. Prices on the many Spring staple lines are remaining steady and unchanged.

Candlewick Now 46 Cents Pound

Montreal.

A reduction has been made in the price of candlewick packing, and is now selling at 46 cents a pound.

Bright Wire Goods Lower

Montreal.

Bright wire goods are now quoted at 82½ per cent. off list, a reduction of about 12½ per cent.

Reduction in Chicago Hinges

Montreal.

Chicago floor and other hinges are shown at reduced prices. The reduction is 10 per cent.

New Prices on Files

Montreal.

Black Diamond and K. & F. files are reduced in price. Black Diamond are now quoted at 32½ per cent. off list, and K. & F. at 50-10 off.

Globe Horse Rasps Lower

Montreal.

Globe horse rasps are also reduced about 10 per cent.

P. N. Staples' New Prices

Montreal.

New prices are now given on poultry netting staples for this season's demand. Following are the reduced quotations on different sized packages:

	Bright	Galv.
100 lb. kegs, per 100 lbs.	7 65	8 55
25 and 50 lb. boxes, per 100 lbs...	8 65	9 55
10 lb. boxes, per 100 lbs.	9 15	10 05

Declines in Wrapping Papers

Montreal.

A reduction of from one to two cents per pound has been made on the different kinds of wrapping papers, and following are the new quotations: No. 1 Manilla 11.00, B Manilla 9.00, Gray 8.50, Fibre 10.50, and Kraft 13.00 per 100 lbs.

Prices on Lawn Mowers

Montreal.

Booked orders of lawn mowers are now being forwarded, and following are this season's quotations on the Taylor-Forbes make: Empress, 15 per cent. off list price; Woodyatt, 10 per cent.; Daisy, 15 per cent., and Star, 10 per cent. off list.

Poultry Netting Moving

Montreal.

Shipments of this season's requirements on poultry netting are now being made. Quotations for this year on the one inch and two inch mesh, Canadian make, are 10 per cent. above list.

Harvest Tools Selling

Montreal.

Garden and harvest tools are selling at 50 and 10 per cent. off list, spades and shovels at 35 per cent. off. Booked orders for these are now being shipped.

Piping at New List

Montreal.

A new list price is now in effect on iron and steel pipe, under number 49. This new list lowers the prices on steel pipe only, the wrought iron remaining unchanged as on the previous list No. 48. Business has shown a slight improvement in the past few weeks, with stocks in fair shape to meet the spring demand. Following is a copy of the new list:

Price List No. 49. March 1st, 1921

Standard Buttweld Pipe

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	.....	.....
3 in.	55 46	69 23	.....	.....
3½ in.	70 38	86 94	.....	.....
4 in.	83 39	103 01	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
2 in.	$30 53	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	85 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Fittings Revised

Montreal.

A revision is made in the price of nipples. Close and short nipples up to 4 inch are now 40 off list, longer 50 per cent. off. From 4½ inch to 8 inch, close and short, 30 per cent. is now quoted, and longer 40 per cent. off. These price changes are said to be relative to the new list on piping. Other fittings are unchanged in price. Stocks are now in good shape, with the demand keeping up fairly well for this season. Following are the present quotations:

Bushings, cast	20%
Do., malleable	20%
Flanges	20%
Plugs	17½%
Flange Unions	7½%
Malleable Unions	32½%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Lead Products Reduced

Montreal.

Lower quotations are given on some lines of lead products. Lead traps and bends are now selling at 10 per cent. off list, previous prices being net list. Solders of all grades, except wire solder, are also reduced one cent per pound throughout. Sales of these goods have kept up fairly well throughout the past quiet season and improvement is shown since the beginning of the month. The continued easing of the basic metal may have some effect on the finished lead products, but up to the present no definite result has been shown. Following are the quotations:

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10%.

CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire, lb.	0 35
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Scrap Metal Changes

Montreal.

Changes in prices have been made on different lines of scrap metals this week. Yellow brass is one cent per pound lower, zinc also one cent. Tea lead is now down to two cents a pound, and heavy copper shows a reduction of half a cent. Scrap pipe now sells at $8.50 per 100 pounds, and boiler plate at $11.00. Dealers still report a very dull period, but expect greater activity as soon as the weather opens. Following are the nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 06
Red brass	0 11
Light brass	0 04½
Scrap zinc	0 04
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 09
Heavy copper	0 11
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	8 50
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	0 11
No. 1 machinery cast, per gr. ton	$25 00 $28 00

No Change in Compression Goods

Montreal.

Compression goods still hold at former levels. A better demand has been shown on these lines since the first of the month, but is still of a sorting order. The building activities will no doubt have its stimulating results in the near future, as many of the different lines are controlled to a certain extent by this. Following are the present prices:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller, No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, standard	34%
Roundway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Radiator valves, standard	23%
Do., removable disc	38%
Globe, angle and check valves, standard	5%
Gate or straightway	Net
Jenkins globe	10%
Jenkins gate valves	10/7%

Corrugated Sheets Decline

Montreal.

The two lighter gauges of corrugated sheets are shown at reduced prices. Both 28 and 26 gauge are one cent per pound lower. The other gauges remain unchanged, but are by no means steady. Business continues quiet on these sheets and the opening of spring should improve the demand. Quotations are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Sheet and Plate Prices Hold

Montreal.

Quotations on sheets and plates are unchanged this week. Reports from the United States fields state that prices are likely to be upheld more so than in the past winter months, and different exporters claim that present levels will be maintained. Local stocks, which were bought at higher prices than present quotations, are becoming smaller, and slightly lower prices may be quoted when these become depleted, but no extensive reductions are expected for some future time. Quotations are as follows:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 gauge	9 60	9 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Lower

Montreal.

Many lines of bar iron and steel are shown at reduced prices this week. Bar iron, mild steel, band steel, sleighshoe steel, tire steel and harrow tooth steel declining 20 cents per 100 lbs. Refined iron and toe calk steel decline 30 cents 100 lbs. Mining tool steel and Black Diamond tool and cast steel are now quoted at 23 cents a lb., a reduction of 1½ cents. Following are the quotations:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Nails Now Selling Well

Montreal.

Sales on wire nails are much heavier during this month. With shipments of booked orders of other spring needs, nails

are included. Stocks are said to be in good shape to meet these demands. The Montreal base price on wire nails remains at $5.20, but jobbers are now selling their quantity deliveries at $5.00 base. Cut nails remain at $5.75 base.

Rope Becomes Brisker

Montreal.

Rope also is much more active during the past two weeks. Prices hold firm since the decline of last month and base prices are as follows: Pure manila, 24½ cents; Beaver and New Zealand, 20 cents; Sisal, 18 cents, and Lathyarn, 18 cents.

Little Change in Ingot Metals

Montreal.

Ingot metals are generally dull and quiet, with no great changes in prices this week. It is felt that the European situation will have to be watched with regard to its future effect on metals, as it may cause a temporary advance.

TIN.—Tin continues to show further declines, and £150 has been reached on the London market. The opinion is expressed, however, that the bottom has now been reached. Local price is a little easier at 37 cents.

COPPER.—Little activity is shown in copper, the market being very quiet, having a slightly easier tone if anytning. Local prices show very little change and are quoted at 18½ cents for electro and 18¼ cents for casting.

SPELTER.—Spelter has had a sharp advance in London, owing to the possibility of the German supply being cut off. Whether this will hold depends on the political situation. Local price is a little stronger at 8 cents.

LEAD—The strength shown last week in London has again faded, and the market has lapsed into dullness. Little change in price is looked for. Local quotation 6¼ cents.

ANTIMONY.—Antimony is said to be a little easier owing to the weakness of silver. The local market continues dull and unchanged at 7¾ cents.

ALUMINUM.—This metal continues dull, showing signs of being slightly easier this week. Local price 34 cents.

Toronto Markets

TORONTO, March 10.—Important price changes are fewer this week, and the outstanding feature is probably the further reductions in cotton rope and cordage. Other declines include files and rasps, gate hooks, screw hooks and eyes, netting staples and black oil.

Lower quotations are made on brass and copper sheets and rods and tubing. Oakum prices are again revised and are lower.

Pipe and fittings are holding at the reductions reported last week, and bar iron and steel are also unchanged at recent declines. Black and galvanized sheets are unchanged and do not yet show much improvement in demand. Waste materials are quiet without change.

Tin is the only ingot metal to show any change in price this week, and is quoted lower, and the market in ingot metals is only dull.

Business is marked by a slow and slight improvement, and wholesalers are making shipments of spring and summer lines. Collections are said to be fair.

Coal Oil Unchanged

Toronto.

Prices are holding unchanged on coal oil and gasoline and quotations are 38 cents per gallon for motor grade gasoline and 27 to 30 cents net for coal oil. A fairly good demand continues for both products.

New Prices on Washers

Toronto.

The discount on washing machines, as announced in last week's issue of Hardware and Metal, has been changed from 20 to 25 per cent. off list, and a further reduction has been made in the price of the Seafoam by reducing the list price. The Seafoam electric, style A, is now listed at $105 instead of $120, and the Seafoam engine drive is now $50 list instead of $55. These new quotations with the change in discount constitute a reduction of about 17 per cent. from the old prices. A new water power washing machine, named the Whirlpool, has been added to the Dowswell line and is priced at $32, less the usual discount.

New Pipe Prices Hold

Toronto.

The new quotations on pipe as reported in the last issue of Hardware and Metal constitute a reduction of nearly 5 per cent. on black steel pipe and a little over 4 per cent. on the galvanized steel pipe. Wrought iron pipe prices remain unaffected. Considering the quiet condition of other lines there is still a very fair demand for wrought pipe and in the United States the Steel Corporation pipe mills are working at practically full capacity. The new list will be found on the current market pages.

Compression Goods Unchanged

Toronto.

Prices are holding at the recent changes on compression work. A slight increase in sales is noted, but at the present it is between seasons for these lines. Stocks are in fair shape for the opening of the spring trade. The following are present quotations:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Nail Demand Slow

Toronto.

No change is reported in nails, though the demand is said to be slow and there is a tendency on the part of many dealers to order for immediate needs only. This may be due to a feeling that the bottom has not been reached in prices. Wire rods and other wire products are in an unsettled state on United States markets, but many regard declines of any importance unlikely until wages and freight rates have been revised. Quotations on wire nails are $5.10 base here and for cut nails $6.20 base.

No Changes in Cordage

Toronto.

No price changes have been made in rope, which is held at 24½ cents base for pure manila, and 20 cents base for beaver manila and New Zealand hemp. Sales show a continued slow improvement. The 1921 prices for binder twine have not reached the trade yet.

Bar Iron Still Quiet

Toronto.

Wholesalers report very little change in business conditions with regard to bar iron and steel. Some notice a slight improvement in the demand, but state that it is hardly worth talking about. There is a feeling, though, that inquiries are being held back on account of general conditions and that the coming of spring will witness a revival in business activity. Some big cuts are reported in pig iron prices on English markets and quotations have been reduced by £2 5s. a ton. The quotations here are held at last week's prices and are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 00
Common bar steel, ¼ in. and heavier	4 50
Common bar iron, 3-16 in. dia. and lighter	5 00
Common bar iron, ¼ in. and heavier	4 50
Angle base	4 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 00
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Declines Held on Fittings

Toronto.

No further changes are reported on pipe fittings and prices are maintained at the declines noted last week. Busi-

ness is on the light side, but is beginning to show a slight improvement. Stocks are in fair shape. Quotations are as follows:

Cast iron fittings	15%
Plugs, cast iron	20%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	**30%**
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	**20%**
Couplings, 4-in. and under	**20%**

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 25	0 35
Class C	0 16	0 25

Corrugated Sheets Slow Sellers

Toronto.

There is only a slow demand at present for galvanized corrugated sheets and prices are holding at the changes noted last week. Quotations are the following:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Range Boilers Steady

Toronto.

Prices remain steady at the declines made early in the present year on range boilers. Business has been lighter than usual although a better tone is evident. A 30-gallon electric welded range boiler is being quoted at $11.75 and a 40-gallon size at $16.50. The quotations on the riveted boilers are the following:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$13 00	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Brass and Copper Sheets Decline

Toronto.

Following declines in primary markets on copper and brass, there is a reduction of 3 cents per pound on rods, sheets and tubing of these metals. The following are new quotations:

BRASS—	
Sheets, base, per lb.	$0 29
Rods, base, per pound	0 26
Tubing, base, per lb.	0 36
COPPER—	
Rods, base, per pound	0 34
Soft sheets, plain, 16-oz. and heavier, lb.	0 34
Do., plain tinned " " " "	0 40
Do., polished and tinned " " "	0 45
Tubing	0 39

Lead Products Holding

Toronto.

No further changes are reported in lead or zinc products, which are holding at recent declines. There is a slightly firmer tone to outside primary lead markets, and the present low price of this metal brings it nearly to the average price of 1914 and many think that lower quotations can hardly be looked for. There is a slight increase in business in these lines noted during the past week and with the coming of the spring trade a further improvement is expected. Present quotations are the following:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09¾
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 16

Bright Wire Goods 82½ P.C.

Toronto.

A reduction has been made in bright wire goods, and the new discount is 82½ per cent. The reduction amounts to 12½ per cent., the previous discount being 80 per cent. off list. This covers bright screw hooks, straight shoulder hooks, gate hooks and eyes, screw eyes, etc.

Files Down 10 P.C.

Toronto.

A decline of about 10 per cent. has been made in the price of files. The new discount on Globe, Arcade, Kearney & Foot, Firth, Great Western, etc., is 55 per cent. Black Diamond and Nicholson files are now quoted at 32½ per cent. instead of 27½ per cent. Kearney & Foot horse rasps are now quoted at 72½ per cent. off list.

Columbia Dry Cell Quotations

Toronto.

There is more interest noted in ignition batteries and multiples. These are selling at the new prices announced recently and quotations on Columbia dry cells, No. 6, are as follows: for less than 12, 50 cents each; for over 12 and under 50, 45 cents; over 50 and under 125, 43 cents; barrels of 125, 39 cents.

Cotton Rope Declines Again

Toronto.

Further declines have taken place in cotton rope prices, and another reduction of approximately 15 per cent. has been made. The new base price is 42 cents per pound. Three-sixteenth inch is now 43 cents, 5-32 inch 46 cents and 1-8 inch 47 cents per pound.

Netting Staples Reduced

Toronto.

New lower prices are quoted on poultry netting staples, and new quotations are the following: 10-pound boxes, per 100 pounds, $10.25; 25-pound boxes, per 100 pounds, $9.65, and 100-pound kegs $8.65.

Black Oil Down Two Cents

Toronto.

A reduction of 2 cents per gallon has been made in the price of black oil, and the new quotations are: summer grade, 24.60 cents per gallon, and winter grade, 25.10 cents, list, less 15 per cent.

Sheets and Plates Unchanged

Toronto.

Prices of sheets and plates, both black and galvanized, show no change this week. Business continues quiet, and if a little improvement is shown one day, it is wiped out the next. A substantial falling off in the output is reported from United States markets for the month of February. Many of the independent mills there are making further cuts in prices, and quotations on plates as low as $1.90 base are reported. The English market is very dull, with many of the leading works closed, and recessions have been made there in prices of galvanized sheets. The following are the market quotations here:

PLATES

10 gauge	6 20	
12 gauge	6 25	
14 gauge	6 30	
16 gauge	6 40	

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 40	10 30
U. S. 28	9 00	10 00
U. S. 26	8 70	9 75
22 and 24	8 55	9 50
18 and 20	8 40	9 35
16	8 25	9 20
12 and 14	8 20	9 15

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

No Change in Waste Metals

Toronto.

The scrap metal market continues very dull and shows no change in prices, which remain nominal. Values are very unsettled, and the weakness of virgin copper and the slump in tin combined with the reductions in lead prices have combined to make non-ferrous scrap markets dull and uncertain. There is a tendency for easier quotations in steel and iron scrap. The following are nominal prices:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Oakum Prices Lower

Toronto.

Reductions have been made in oakum prices and quotations are made on special No. 1 at $17.00, less 10 per cent. Plumbers' oakum is now quoted at $8.25, less 10 per cent.

Sash Cord Reduced Again

Toronto.

Further reductions have been made in sash cord quotations, and No. 8 to No. 12 are now priced at 55 cents per pound. No. 7 is now 56 cents, and No. 6 at 57 cents.

Cylinder Oil Declines

Toronto.

A reduction of 3½ cents per gallon has been made in the list price of Capitol cylinder oil, and the new quotation is 88.60 cents per gallon, less 15 per cent.

Ingots Quiet—Tin Lower

Toronto.

There has been another quiet week in ingot metals to record, and scarcely any improvement is visible. The market is abnormally dull, even for a quiet season. Tin is the feature with another decline of two cents per pound. Other metals are unchanged locally, although displaying a firmer tone on outside markets. All non-ferrous metals are regarded as exceptionally low in price at the present time and many are of the opinion that buying at present prices is apt to prove a good investment.

TIN.—This is the one metal showing lower prices this week. Prices continued to decline on London markets and the fact of sterling being also weaker tended to bring down prices here and in the United States. Home markets are reported as listless with quotations lower at 38 cents per pound.

COPPER.—There has been little life shown in copper and "drifting" describes the state of the market. Renewed competition has led to further shading of prices on United States markets, but quotations are held unchanged here at 19 cents for casting copper.

LEAD.—A little firmer tone is reported in lead markets. Prices of lead declined $15 a ton at New York and £5 10s. at London during the past month. Quotations here are unchanged from last week and are $6.

SPELTER.—This also shows a slightly firmer tone, and there is little business despite the lowness of price. It is held unchanged here at $7.

ANTIMONY.—The market is still dull in antimony and the declines in silver have brought no new offerings from the East. Prices are unaltered at 8 to 9 cents.

ALUMINUM.—Business continues dull in this metal and no material change is reported in quotations. Prices remain at 35 to 37 cents.

London Markets

LONDON, March 10.—Several changes are noted in hardware lines this week, and among others are new lower prices on files, sash weights, canvas belting, Brasso metal polish, wrought iron washers and shellac.

Business here is reported as fairly good and is improving each week. Paints, stains, varnishes and house cleaning necessities are moving out nicely now. New prices are issued for this season on Paris green and arsenate of lead. Collections are reported fair.

Linseed Oil Down Again

London, Ont.

Linseed oil has been reduced again this week and is now 5 cents per gallon lower. Sales on this product are increasing each week. New quotations are the following:

	Raw.	Boiled.
1 to 2 bbls., per gal.	0 95	0 98
3 to 5 bbls., per gal.	0 94	0 97
6 to 9 bbls., per gal.	0 92	0 95

Less barrels add 15 cents per gal.

Turpentine Declines 10 Cents

London, Ont.

Another reduction has been recorded on turpentine, and new prices are 10 cents lower. More sales are being made now and there is a larger movement. The present prices are as follows:

1 bbl. lots, 95c per Imp. gal; 2 to 4 bbl. lots, 94c; 5 gal lots, $1.10.

Shellac Drops 50 Cents

London, Ont.

Reductions of 50 cents per gallon have been made in shellac prices. Sales are showing a marked improvement. The following are the new quotations:

	Orange.	White.
1 gal jugs, per gal.	4 60	5 10
½ gal. jugs, per gal.	4 75	5 25
¼ gal. jugs, per gal.	5 00	5 50
½ int bottles, per doz.	4 30	4 85
1 pin bottles, per doz.	8 15	9 15
¼ pint bottles, per doz.	2 70	2 90
⅛ pint bottles, per doz.	1 50	1 65

New Pipe Prices

London, Ont.

New lower prices have gone into effect on steel pipe and are a reduction of from 4 to 5 per cent. The following are the new quotations:

Price List No. 49. March 1st, 1921

Standard Buttweld Pipe.

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	.....	.....
3 in.	55 46	69 23	.....	.....
3½ in.	70 38	86 94	.....	.....
4 in.	83 39	103 01	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

	Steel		Gen. Wrot. Iron	
	Blk.	Galv.	Blk.	Galv.
2 in.	$30 53	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	85 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Wood Screws Reduced

London, Ont.

New and lower prices are in effect on wood screws. The new discounts on bright and brass and bronze screws are as follows:

Flat head bright	72½% off list
Oval head bright	70% off list
Round head bright	70% off list
Flat head brass	60% off list
Oval head brass	57½% off list
Round head brass	57½% off list
Flat head bronze	55% off list
Oval head bronze	52½% off list
Round head bronze	52½% off list.

F. O. B. Hamilton, Toronto and Montreal, with freight equalized thereon.

Files 10 P.C. Lower

London, Ont.

A reduction has been made in the price of files, and the new discount on the Globe file is 50 and 10 per cent. off list. This is a decline of about 10 per cent.

Sash Weights Reduced

London, Ont.

New lower prices are issued on sash weights and the round 3-pound and larger are quoted at $4.40 per 100 pounds. The sectional weights are $5.50 per hundredweight for ½-pound size and $5 for the 1-pound size, net.

Canvas Belting Declines Again

London, Ont.

Canvas belting is lower again and the new discount is 60 per cent. off list.

Netting Staples Are Lower

London, Ont.

A reduction has been made in the price of poultry netting staples, and the new lower quotations now in effect are as follows:

100 lb. kegs, $8.65 per 100 lbs.; 25 lb. boxes, $10.00 per 100 lbs.; 10 lb. boxes, $10.50 100 lbs.

Wrought Nipples Adjusted

London, Ont.

There has been an adjustment in the price of wrought nipples, and the short and close, 4 inches and under, are quoted at 40 per cent. off list. For long nipples, 4 inches and under, the quotation is 50 per cent. off list.

Brasso Metal Polish Lower

London, Ont.

The prices on Brasso metal polish have been revised and the No. 3 size is slightly lower. Quotations are the following:

No. 3 size, $1.40 doz.; No. 6, $2.70; No. 12, $5.20.

New Silvo Prices

London, Ont.

Quotations on Silvo polish are revised and the new quotations are: No. 3 size, per dozen, $1.35; No. 6, $2.25.

Garden Syringes Lower

London, Ont.

The prices for brass English garden syringes for the coming season are slightly lower and are the following: 1½ x 16 inches, per dozen, $22.50; 1½ x 18 inches, $24.50.

English Razors Arriving Better

London, Ont.

There are larger shipments of English-made razors arriving now, and the prices are slightly lower on several makes. Some of the I.X.L. lines are quoted as follows:

I.X.L. Line—No. 5000 Canuck, $18.00 doz.; No. 1000 Conqueror, $21.00; No. 2000 Peerless, $24.00.

Nail Sales Improving

London, Ont.

There is a small improvement in the demand for nails and sales are increas-

ing. Prices are unchanged and wire nails are quoted at $5.10 per keg, base, and cut nails at $6.40.

Wrot Washers Decline Again

London, Ont.

Another decline has been made in the price of wrought iron washers and new quotations are about 10 per cent. lower. The new discount is 45 per cent. off list, with the usual extras for small lots.

New Paris Green Prices

London, Ont.

Prices are just out for paris green for 1921 season and are about 8 per cent. lower than last year's quotations. The following is the new price list:

½ lb. pkgs., 50 cents lb., net cash; 1 lb. pkgs., 48c; 25 lb. drums, 46c; 50 lb. drums, 45c; 100 lb. drums, 45c; 250 lb. casks, 44½c; 600 lb. bbls., 44c.

Lead Arsenate Prices for 1921

London, Ont.

The new prices for arsenate of lead for the coming season are issued and show a small increase over last season figures. The quotations are the following:

½ lb. pkgs, 46 cents lb., net cash; 1 lb. pkgs., 44c; 5 lb pkgs., 42c; 10 lb. pkgs., 40c; 25 lb. pkgs., 36c; 50 lb. pkgs., 34c; 100 lb. pkgs., 32c.

Putty Prices Are Held

London. Ont.

No change has been made in the prices of putty and they are held at the decline of two weeks back. There is only a slight improvement in the demand. Prices are as below:

Standard, 100 lb. drums, $7.05 per 100 lbs.; 25 lb. drums, $7.30 per 100 lbs.

Pure, 100 lb. drums, $8.55 per 100 lbs.; 25 lb. drums, $8.80 per 100 lbs.

White Lead Sales Increase

London, Ont.

No changes have been made in white lead prices since the reduction of a couple of weeks ago. There is a slight increase of sales in this product as the painting season draws near, and it will probably be more in demand each week now. Quotations are as follows:

	Tons.	Less tons.
Pure, per 100 lbs.	14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

Window Glass Unchanged

London, Ont.

Not much change is shown on window glass and sales at present are mostly limited to sorting orders. Prices are holding at 60 per cent. off list for single and double diamond and 60 per cent. is also quoted off cut light list.

Winnipeg Markets

WINNIPEG, March 10.—Some important price changes are shown this week in hardware commodity quotations. The base price of wire nails has been reduced and is now $5.55 at Fort William and $6.20 at Winnipeg.

Other changes include reductions on tapped and blank nuts, wrought iron washers, bolts of various descriptions, coach screws, coil chain, window glass and light tee and strap hinges. A new list has been issued on black and galvanized pipe showing a reduction, and black iron sheets have also been reduced in price.

Business conditions continue to improve, but very slowly however. Wholesalers and manufacturers are very optimistic though and are expecting an increased demand for spring and summer requirements shortly.

Wrought Washers Lower

Winnipeg.

The prices have been reduced on wrought washers and are as follows:

	Case Lots.	Less.
3-16, per 100 lbs.	$18 30	$18 80
¼	16 14	16 64
5-16	15 18	15 68
⅜	14 10	14 60
7-16	13 26	13 76
½	12 78	13 28
9-16	12 66	13 16
⅝	12 54	13 04
¾	12 42	12 92
⅞	12 30	12 80
1	12 30	12 80
1⅛	12 30	12 80
1¼	12 54	13 04
1⅜	12 54	13 04
1 7-16	12 54	13 04
1½	12 54	13 04

Bolts Lower in Price

Winnipeg.

Reductions have been made on bolts, and carriage, machine, stove, plow, elevator, shaft, tire and sleighshoe bolts are lower in price. Coach screws have also been reduced, and the following are the new quotations.

CARRIAGE BOLTS—

⅜ in. and smaller	15% off
6 in. and shorter	15% off
Over 6 inches	Net List
7-16 in. and larger	5% off

MACHINE BOLTS—

⅜ in. and smaller; 4 in. and shorter	32½% off
Over 4 inches	5% off
7-16 and larger	10% off
STOVE BOLTS	60%
ELEVATOR BOLTS, corrugated head	30%
PLOW BOLTS	12½%
TIRE BOLTS	40%

SLEIGHSHOE BOLTS—

⅜ in. and smaller	5% adv.
7-16 in. and larger	5% adv.
COACH SCREWS	25% off
BOLT ENDS	Net List
SHAFT BOLTS	5% adv.
STEP BOLTS	5% adv.
WHIFFLETREE BOLTS	5% adv.

Another Reduction in Nuts

Winnipeg.

Prices have again been lowered on square and hexagon nuts, both tapped and blank, and these are now quoted as follows:

	Square Plain. Case lots.	Less	Square Tapped. Case lots.	Less
¼	$16 50	$17 50	$19 00	$20 00
5-16	16 00	17 00	18 20	19 20
⅜	14 20	15 20	15 80	16 80
7-16	13 60	14 60	15 00	16 00
½	12 75	13 75	14 00	15 00
9-16	12 60	13 60	13 70	14 70
⅝	12 30	13 30	13 30	14 30
¾	12 10	13 10	13 00	14 00
⅞	12 00	13 00	12 90	13 90
1	12 20	13 20	13 10	14 10
1⅛	11 90	12 90	12 80	13 90
1¼	11 90	12 90	12 80	13 80
1⅜	12 00	13 00	13 00	14 00
1½	12 30	13 30	13 40	14 40

	Hexagon Plain. Case lots.	Less	Hexagon Tapped. Case lots.	Less
¼	23 75	24 75	26 75	27 75
5-16	21 90	22 90	24 40	25 40
⅜	17 90	18 90	20 00	21 00
7-16	16 90	17 90	18 70	19 70
½	15 25	16 25	16 85	17 85
9-16	15 10	16 10	16 50	17 50
⅝	14 40	15 40	15 60	16 60
¾	13 90	14 90	15 00	16 00
⅞	13 80	14 80	14 90	15 90
1	13 65	14 65	14 75	15 75
1⅛	13 65	14 65	14 75	15 75
1¼	13 65	14 65	14 75	15 75
1⅜	13 75	14 75	14 95	15 95
1½	14 05	15 05	15 35	16 35

Wire Nails Down 25 Cents

Winnipeg.

The price has dropped on wire nails and these are now quoted at Fort William at $5.55 base and Winnipeg $6.20 base.

Reduction in Iron Pipe

Winnipeg.

This week has brought about a reduction in prices of wrought iron pipe. The latest prices are given below.

BLACK PIPE

Effective March 2nd, 1921.

F. O. B.

Size ins.	Winnipeg	Calgary Edmonton Lethbridge and Medicine Hat.	Saskatoon	Regina	Brandon
		Add to Winnipeg price.			
⅛	$ 6.21	$ .30	$ .20	$ .17	$ .11
¼	5.67	.53	.34	.30	.19
⅜	5.85	.70	.45	.40	.26
½	7.88	1.05	.67	.59	.38
¾	9.72	1.40	.90	.79	.51
1	14.40	2.08	1.34	1.17	.75
1¼	19.44	2.80	1.80	1.57	1.00
1½	23.27	3.35	2.15	1.88	1.21
2	31.22	4.50	2.88	2.52	1.62
2½	50.76	7.18	4.60	4.02	2.68
3	66.60	9.42	6.03	5.28	3.39
3½	83.70	11.25	7.20	6.30	4.05
4	99.90	12.33	8.53	7.46	3.80
4½	118.80	15.61	10.04	8.75	5.62
5	138.60	18.12	11.60	10.15	6.52
6	180.00	23.45	15.00	13.14	8.44
7	262.80	29.09	18.62	16.28	10.46
8L	276.30	31.25	20.00	17.50	11.25
9	380.70	42.20	26.96	23.59	15.16
10L	353.70	40.00	25.60	22.40	14.40

GALVANIZED PIPE

⅛	$ 8.69	$ .30	$ .20	$ .17	$ .11
¼	8.01	.53	.34	.30	.19
⅜	8.19	.70	.45	.40	.26
½	9.54	1.05	.67	.59	.38
¾	12.02	1.40	.90	.79	.51
1	17.78	2.08	1.34	1.17	.75
1¼	24.03	2.80	1.80	1.57	1.00
1½	28.80	3.35	2.15	1.88	1.21
2	38.70	4.50	2.88	2.52	1.62
2½	63.00	7.18	4.60	4.02	2.68
3	81.90	9.42	6.03	5.28	3.39
3½	103.05	11.25	7.20	6.30	4.05
4	122.40	12.33	8.53	7.46	4.80
4½	146.70	15.61	10.04	8.75	5.62
5	171.00	18.12	11.60	10.15	6.52
6	221.40	23.45	15.00	13.14	8.44
7		29.09	18.62	16.28	10.46
8		31.25	20.00	17.50	11.25

Big Drop in Window Glass

Montreal.

A big reduction has been recorded this week in prices on window glass and new quotations are as follows:

16-oz., 100 ft. cases—0 to 25, $8.00 per case; 26 to 35, $9.72; 36 to 40, $9.72; 41 to 50, $10.48; 51 to 54, $10.80; 55 to 60, $10.80; 61 to 70, $11.20.

21-oz., 100-ft. cases—25 to 34, $14.68 per case; 35 to 40, $14.68; 41 to 50, $15.36; 51 to 54, $16.32; 55 to 60, $16.32; 61 to 70, $16.92; 71 to 80, $17.68; 81 to 85, $20.28; 86 to 90, $21.24; 91 to 95, $23.48; 96 to 100. $28.08.

Linseed Oil Drops 5 Cents

Winnipeg.

The price on linseed oil has dropped five cents per gallon this week and is now quoted at $1.20 per gallon for raw and $1.23 for boiled.

No Change in Turpentine

Winnipeg.

The price of turpentine remains the same as last week, and is still quoted at $1.65 per gallon in barrel lots.

Light Straps and Tees Reduced

Winnipeg.

The prices have been reduced on light tee and strap hinges and are as follows:

	Light Tee.	Light Strap.
3 inch	$1 20	$1 00
4 inch	1 20	1 20
5 inch	1 30	1 40
6 inch	1 50	1 70
8 inch	1 85	2 55
10 inch	2 50	3 60

Pittsburgh Markets

PITTSBURGH, March 10.—Production continues to decline in the steel industry, and as a whole it is operating at an average of 40 per cent. of capacity against an average of 80 per cent. for the first nine months of last year. Pig iron production is at the rate of 50 per cent. of actual capacity, but the decrease by merchant furnaces is much more than by steel works furnaces. Price declines during the past week have been small, and the most noteworthy feature in this respect is the open quotation of $3 per keg, base on wire nails, against the regular or Corporation price of $3.25. As the latter price is regarded as very low relatively to other steel commodities the price shading is the more interesting.

A 50 cent decline has been registered on foundry pig iron during the week, making present price $26.50 valley. Bessemer and basic remain nominally unchanged although sales on the latter are reported at $2 a ton under market quotations.

PITTSBURG, March 10.—Surface developments in the iron and steel market are meagre and of no particular importance, but under the surface important things are working out.

Demand continues stagnant. The independents are booking scarcely any business with their cut prices. The Steel Corporation is not booking much business, but it is booking some. Its bookings are not due to its price or to the service it can render, as the independents will make lower prices and can give fairly prompt shipment. The corporation can usually beat the independents in promptness of shipment by a small margin, as the corporation has all kinds of departments in operation, while with an independent the shipment must frequently wait until enough orders accumulate to start the department involved. The chief reason the corporation is booking business is that consumers wish to secure, or retain, a place on its order books, after the spectacular example in 1920 of how much saving there was in having an allotment by the corporation.

Operations

The common estimate is that the independents are not operating at over 20 or 25 per cent. of capacity. In January they operated at 25 or 30 per cent. The Steel Corporation's operations have dropped to about 60 per cent. against fully 90 per cent. early in January. Some decrease was certain to come, even if the price situation had not been disturbed, since the corporation's customers were in many cases receiving much more steel than they could distribute or consume, but the price-cutting by independents has sharply accentuated the decrease, causing many corporation customers to instruct the corporation to curtail or discontinue shipments. There is not much cancellation, however, and there is no buying from independents as a substitute.

The steel industry as a whole is operating at about 40 per cent. of capacity, against an average of 80 per cent. during the first nine months of last year. After all, the present rate is rather a high one, considering both the general stagnation in business and various other circumstances. There is, for instance, the item that rail production has been curtailed of late because the railroads are unable to pay for all the rails already shipped them thus far this year.

Pig iron production now is at the rate of about 22,000,000 tons a year or at a little less than 50 per cent. of actual productive, not rated, capacity. On account of coke shortage and other difficulties the maximum rate attained last year was 40,000,000 tons, in March. Production has decreased much more by the merchant furnaces than by the steel works furnaces, being not over one-third of capacity, but the steel interests continue to curtail. The Steel Corporation is operating very much better than the independents, and of all the corporation subsidiaries the Carnegie Steel Company stands second in point of operation, yet of its 59 blast furnaces the Carnegie company at last report was operating only 38, against 48 about the middle of January, and additional furnaces are to be put out.

Steel Prices

Minimum prices for steel products done by independents have declined very little, on the whole, in the past week. On ordinary orders bars are still quotable at 2c and shapes and plates at 2.10c, while there is less talk of its being possible to shade these prices materially in case a really good order was going. Sheets are commonly quotable at 3.20c for blue annealed, 4.10c for black and 5.25c for galvanized. These prices could be shaded on a sufficiently attractive order.

The most interesting price decline in the week is furnished by the action of the Pittsburg Steel Company in quoting wire nails openly at $3.00 per keg, base, against the regular or Steel Corporation price of $3.25. Nails were regarded as being priced very closely at $3.25, relative to other steel commodities, hence shading of the price is particularly interesting. When the Midvale Steel and Ordnance Company began cutting prices generally, about a month ago, it sold some nails at $3.10, but afterwards announced that it had withdrawn the $3.10 price. It is understood the Pittsburg Steel Company maintains that it made the $3.00 price because at least two other producers were quietly doing $3.00, although nominally quoting $3.25.

Undercurrents in Steel

The United States Steel Corporation has not reduced its prices or wages, and no indication can be seen that it contemplates doing so in the near future. To many in the trade the Steel Corporation has seemed an enigma, and yet its action is not necessarily out of line with precedents and present conditions if these are considered carefully. Thus, it has been the steel trade practice in the past that when prices are cut by some producers others follow and in a very short time the cut prices become the general market. The present, however, is an exceptional case. The mills used to cut prices when they could get business thereby. This time they cannot and probably they knew they could not. It is commonly believed that the cutting was done with the ulterior object of securing a "redistribution" of business and forcing the Steel Corporation to reduce wages, as practically all the independents have done. But there is no redistribution of business. The corporation has lost in shipments, but that is merely postponement. The corporation has not lost customers and independents have not gotten any business away from the corporation. As to wages, obviously the corporation cannot fairly reduce wages when it has not reduced prices. Its shipments are at the old prices, why should not wages be at the old rates? So the corporation does not seem to be as much of an enigma as is commonly thought.

In the past few days there is beginning to be observed an undercurrent of the independents being less disposed to continue their price-cutting course. Perhaps they are influenced by the extremely small amount of business secured

Continued on page 64

Two Ways of Handling a Quart of Green Paint

The "Retail Hardware Salesman" Sees a Big Selling Opportunity In Every Customer, While the "Clerk" Merely Wraps Up the Quart Can—Conditions To-day Make the "Salesman" Most Essential and the "Clerk" Unnecessary

SHOULD the term of hardware "clerk" be eliminated altogether, and "hardware salesman" used in its place? The latter does sound better, doesn't it? And still is it not possible that both may even yet be found in the local hardware store? Let us take the quart of green paint, and notice the two ways in which it may be placed in the hands of a customer.

Many times in twelve months Mr. Jones walks into the hardware store and asks for a quart of green paint, or perhaps it is Mrs. Jones who wishes to make the purchase. In either case the person is after this can and hopes to take it home and make a "job" of the article which is to receive the refreshing coat.

THE "CLERK"

The "clerk" on hearing the demand for a quart of paint from the customer, produces a color chart, selects a shade that appeals to his own eyes, tries to explain that he does not think a nicer shade of green will be found anywhere else, and stands there with the color card in his hands while the customer is anxiously peering at the color under his finger. If this would-be salesman is fortunate, the shade of green is something near the color desired, and at the bid of the unenlightened Mr. or Mrs. Jones, he wraps up the can. This little imaginary episode has not taken long to put on paper, but has taken about the length of time to write as some clerks like to deal with a paint customer. Not realizing that a satisfied customer is worth more to his boss than any number of unsatisfied people making a purchase, whether it be paint or any other article that may be found on the shelves or floor of a hardware store.

THE "SALESMAN"

The man who has earned the more advanced term of his position as "hardware salesman" is the one who approaches his customer in a very different manner. On learning that a quart of green paint is desired, he, with a cheery and patient expression on his face, enquires whether it is for inside or outside use, knowing that green is a popular color for many articles either inside or out. On learning that the lawn fence on the Jones' property is the article to receive the application, he now produces the color card and helps to make a decision on the shade. This is appreciated, and at once enthusiasm reigns, customer and salesman joining in. In the end the fence will be painted by a satisfied customer, in a desired shade, and applied with a paint brush. Oh, no; this salesman did not forget that paint was put on with a brush, increasing his sale by the price of one.

PAVING THE WAY

The mere asking of a customer just what the article to be painted is, invariably paves the way whereby the sale is much easier made. On ascertaining this, a brief explanation of the different kinds of paint manufactured for their varied purposes oftentimes helps, as your customer may have a floor, a ceiling, or even a buggy or auto body that should have a coat of paint. You can judge your own time to be taken by this explanation, being careful not to run it into a memorized speech. Remember your time is valuable, likewise your customer's. But above all, make sure you leave the impression that you know what you are talking about. Study the paint "game"—it is interesting and instructive, and you will be surprised the good you can do in your community and the business which will be built up for your store.

USING ADVERTISING MATTER

The "salesman" of to-day takes as much care in unpacking the advertising matter enclosed with the spring shipment as he does the paint itself. He reads it all, displays the store cards and counter displays in the right place at the right season, and features his regular window displays with the window trims and show cards. The paint shelves are not overlooked, he keeps them filled up so that they have a neat and tidy appearance. Each line, with its attractive labels, is arranged to convey to all customers "if it is paint we want, we can get it here."

GLIDDEN



Sell Glidden Auto Finish

This year more Auto Finish will be sold than ever before. Car owners are anxious to keep up the value of their cars and there's no better way of doing it than by applying a coat of Glidden Auto Finish. Dealers who stocked Glidden Auto Finish last year have doubled their stocks. They are out to double the good profits made last year.

You can do the same — provided you choose Glidden Auto Finish. This Glidden product is specially made for application by the owner. It levels out easily and quickly. It dries hard over night. No need to lay up the car for a week.

These Finishes appeal to the owner just as the profits appeal to you. Write to-day for plans and prices.

GLIDDEN
EVERYWHERE ON EVERYTHING

Glidden Leading Products

Endurance Paint Prepared
Endurance Auto Finishes
Floorette and Wearette Varnishes
Japspar Exterior Varnish
Velvet White Enamel
Superior White Enamel
Flat Wall Finish
Insecticides

JAP-A-LAC
too

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg

AUTO FINISHES

As An Outsider Sees the Paint Dealer

An Outsider's Impression of the Average Merchant Handling Paints—Importance of Sales Staff Having Detailed Knowledge of All Paints and Varnishes

AS soon as I was large enough to handle a saw or a paint brush I had occasion to frequently visit paint departments in search of information on how to finish something or other and to learn what I should buy to accomplish what I had in mind, says A. B. Taylor, in the American Paint & Oil Dealer. Perhaps I wanted to varnish a fish rod, paint a boat, or put a new coat on the back porch, and I will never forget how difficult it was for me to get one of the people behind the counter to take me seriously. They seemed to consider me only a kid and short answers and indifference were usually the rule when I tried to buy anything and asked questions.

What was true then is true to-day and present day boys are treated about the same as I was—they are not encouraged in their efforts to learn. But they should be taken seriously, they should be encouraged because the boy of to-day is the buyer of to-morrow.

An Air of Mystery

When I grew up and continued to visit paint stores I was given a new impression and it is that the people behind the counters seem to surround themselves with too much of an air of mystery regarding paints and varnishes and kindred lines. Either that or they don't understand what they are selling. Even in small stores where the owners waited on customers I have been impressed with an unwillingness to explain things and assist the customer in solving his problems. This thought I am expressing is shared by many men and women I know.

I recall one experience of a young man who built a library table. After it had been assembled he went to his local hardware store to buy the necessary varnish, filler and stain to finish it. This happened several years ago and the man's memory is a trifle hazy on many of the details, but he does remember the hardware man selling him some things and telling him how to use them with the result that after two weeks of patient effort a man in one of the local chair factories had to undo all that the novice had done, scrape and sandpaper the table down to the natural wood and start all over again. After the chair man had finished the job it was very attractive, but there was nothing that he did that my friend could not have done.

I have known of countless cases where gold paint or gilt has been sold to retouch gold leafed signs and all of us know that after a couple of weeks in outside weather the gold leafed letters looked like they had measles because they were all spotted a brownish green where the gilt had turned.

When I was a boy of seventeen I did fairly good jobs of laying gold leaf. So why let men make their signs look even worse because of the fear to recommend gold leaf and explain how to size the bad spots and then touch the leaf to it.

Need For Information

I know a man whose maid scorched a weathered oak dining table with an electric iron. It wasn't much of a burn—merely the scorched outline of the iron, and the man thought he could fix it up with little effort if he knew what to use, so he tried to get information, but failed at three stores. Finally he had a finisher come out from the store where he bought the table. The finisher worked one Sunday and the man watched the simple operation of restoring the spot within an hour. And it was simple, too, because this same man later challenged me to find a similar spot he had fixed where an electric toaster had made a like burn.

I know of another man who had a hardwood floor laid in his kitchen. He wanted to finish it but couldn't find out how. It took him so long to get the information he desired the new flooring became soiled, and the job was doubly hard when a man finally told him how to go about it.

One woman told me about how unsuccessful she had been in painting her bathroom because of limited instructions the paint clerk gave her. He did not include the suggestion to scrape off loose spots on the walls she was to finish.

I could go on to cite many other instances of disappointed paint and varnish users but the few I have mentioned will serve to illustrate my contentions.

Hiding the Facts

It has always seemed to me that there is a tendency to hide facts in this business, an effort at professionalism, or more like it, mysticism. It is my opinion that paint wholesalers and retailers have been restricting the sale of their products for household uses.

Perhaps some of my readers will say that it is well that the public remain uneducated in the uses of paints, varnish, stains and wall finishes. Perhaps some will argue that it will hurt their trade. Others will say the work is too difficult to be done by the layman, but such thoughts are anything but broad and far-sighted.

The Remington Arms Co. manufacture ammunition, but they also sell material which you can use to load your own shells.

The American Tobacco Co. advertises to smokers to "roll your own" despite the fact that Bull Durham is an inexpensive product and they manufacture many brands of machine-made cigarettes on which profits are greater than on the "makin's."

It is my belief that this broad idea has not yet taken very firm root in the decorating and finishing field.

Crop Destroyers Swell H.C. of L.

Emphasizing the great saving and larger profits that can be enjoyed by the farmers who properly protect their potato crops by spraying as a preventive of blight which results in dry rot and also against the destructive potato bugs, the following is an extract from a paper recently prepared by an expert on the subject:

War profiteers played a considerably smaller part in swelling the cost of living during recent years than the armies of parasites that have invaded Canada's agricultural regions, Professor H. H. Whetzel, of Cornell University, told the thirteenth annual meeting of the Quebec Society for the Protection of Plants, at Macdonald College.

A Costly Potato

In emphasizing the value of plant pathology in agriculture, the professor declared that each individual crop in America yearly suffered damage aggregating millions of dollars, due to the depredations of plant parasites. "Every time you sit at your table and eat a potato, you are paying for two of them," he continued, "because you have to pay for the one destroyed by the insect or disease."

Carpenter-Morton Co.'s Officers

At a meeting of the board of directors of the Carpenter-Morton Co., George C. Morton was unanimously chosen president of the corporation and William E. Gilmour treasurer.

For twenty-two years Mr. Morton has served the Carpenter-Morton Co. as treasurer and his promotion to president comes as a well merited reward for thirty-six years of service.

Mr. Gilmour has served the company for thirty-eight years, having entered the employ of the company in 1883. He served the company in the position of cashier.

Hillcrest Pure White Lead



Every Iron Sold Boosts Your Business

This is smooth, wonderfully-ground white lead of an almost dazzling whiteness. The clear smoothness can only be fully appreciated by seeing it and trying it. This is a real asset to the paint and varnish department of your store. You'll be proud to sell "Hillcrest" Pure White Lead—especially to professional painters that can appreciate it; it brings them back for more.

When the "Hillcrest" salesman comes with "Hillcrest" Pure White Lead, give him a good hearing. He will be glad to tell you more about it and show you how helpful all the "Hillcrest" lines can be in building up lasting trade among your permanently satisfied customers. We are manufacturing "Hillcrest" Paint Products with an exactness that assures you the ability to supply customers with the same satisfying goods now or in years to come.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY.

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

"Save the surface and you save all" *Paint & Varnish*

Hillcrest Paint Products

An Effective Display of Floor Paint

Contrast Shows Effect of Floor Paint—C. C. Falconer, Winnipeg, Arranges a Display Which Pulled Business

THE pulling power of a window trim is measured only by the ability of the artist to interpret public interest in the article displayed, says C. C. Falconer, Winnipeg, Man,

Now floor paint, as we all know, is for the preservation and beautifying of floors to make them a delight to look upon and easier to keep clean. It was with the object of imparting this knowledge quickly to the busy passerby that we secured from a wrecking company a piece of old, very old, floor about three feet square and about ten boards wide.

They were left altogether, of course, just as they were sawed out of the floor. This piece of floor was placed in the window, the boards running up and down with a slight tip back from the top. The left half of the boards were left in their original raw state, the remaining boards to the right were each painted a distinct and outstanding floor paint color. An oval sign of about a foot long was tacked to either side, the left one reading (before) and the other one (after). On each of the painted boards was a small oval sign with the name of the color which was used, such as (orange), (light yellow), (dust color), etc.

Above this wood floor was a large sign calling attention in a few words to the merits of the floor paint, cans of which were neatly pyramided on both sides of the window. Several of the manufacturer's cut-outs, color cards and a sprinkling of brushes completed the display.

We weren't interested in having people compliment us on our window "display." Results speak louder than compliments, and in that we were most generously rewarded, for both men and women bought liberally, not only while the display was in, but long after, and one of the striking incidents was the great many who asked for so much paint as per the color on a certain board in the window.

Improved Market for Turpentine and Rosins

More General Buying in Advancing Market—Rosins Cheaper Than Before the War

A BIT more sanguine temperament seems to pervade the naval stores markets than a week or two ago, says the Naval Stores Review. True, the change for the better in the trade feeling is not very pronounced, but the fact that there is a change for the better is in itself a very hopeful sign. Dealers have become very sensitive to changing conditions, since business conditions generally became so acute, and the fact that they are facing the future with more confidence indicates that they can begin to see and feel the ground swell of approaching demand for turpentine and rosins. A week ago they were merely more hopeful as to turpentine. Today they are finding the foundations for rosins stronger and expressing the sentiment that the bottom has been reached. In turpentine there is the distinct assertion of improved consumptive demand from all directions, the harbinger of the spring demand that should arrive in time to meet the early spring movement of fresh crop supplies. This week the buying on the part of dealers has been more general just as the calls on them from consumers have become more widespread, and the market enjoyed several advances putting it to 54 cents, with all offerings taken. Receipts will continue small for several weeks to come. While the winter has been an open one and some new crop stuff has already moved in to the market it will be four or five weeks before any volume of fresh receipts worth mentioning comes upon the markets.

Along with the better demand for turpentine there have come more inquiries for rosins and increased sales to consumers. Foreign and domestic demands both show signs of increasing in the near future. While the movement into consumption is not at all heavy it does show an appreciable improvement, consumers evidently beginning to awaken to the fact that they can now obtain rosins cheaper than they did before the war opened.

SOME VALUABLE POINTERS

(Continued from page 39)

seller. And, as far as the sales go, we have had a 30 per cent. increase over last year."

This is one of the best tool departments, as regards location and being compressed into limited space, which can be found. There is the distinct advantage, in the first place, of tool customers having ready access to the tool department, and the arrangements for display as provided for by Mr. Lacasse have embraced many excellent features. For instance, immediately beneath the case in the foreground, provision has been made for glass fronts in the display case, and this enables the proprietor to make a constant change in his tool displays which will draw attention and sell the goods. In addition to this the splendid wall case, shown in the accompanying photograph, carries a variety of tools which cannot fail to impress anyone interested in their use.

Sliding Doors Used

It will be noted that this wall case backing the window has eight sections of glass. These are placed in sliding frames, enabling the salesman to readily procure any desired tools. There is practically no waste of time whatever. Care has been taken to fit these frames with double strength glass, which gives the best possible effect to the goods both in daylight and after artificial light is turned on. The length of this case is approximately twelve feet and immediately beneath these sliding windows a wide ledge provides for the holding of tools which may be temporarily placed there after they have been shown the customer. This is a very wise provision as will be obvious to the average hardware dealer. Immediately beneath this wide ledge is a series of sliding drawers, back of which will be found surplus stock of various kinds. The tinting or finish of all these cases is of bog green and is very pleasing.

In discussing tool sales with Mr. Lacasse he said that a great portion of his turnover is with people who come to the store to buy other products such as stoves and ranges, and of which his firm carries an immense variety. These people argue, he said, that as they carry such a wide array of stoves and heating apparatus, etc., they would be sure to have a wide range of tools, as is the case.

Three Hundred and Forty-Eight Screw Pockets

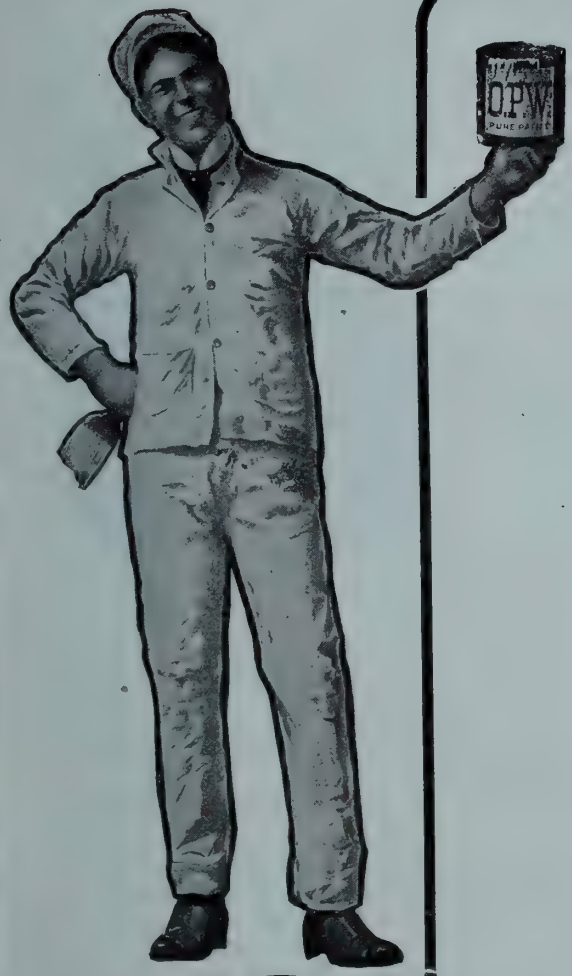
The display case on the floor of the store already referred to has been topped with a case for carrying screws and bolts. By referring to the accompanying photograph it will be seen that this case for its entire length is given over to an arrangement of flat and round head wood screws. Both brass and bright wood screws are carried in this manner.

The idea, while not entirely new, has been carried out to a very great extent here, there being no less than fifteen feet of space, in length, devoted to this purpose. In all, three hundred and forty-eight pockets are provided for these screws and a unique arrangement given each pocket is a sliding cover to keep out dust. The real feature of this idea is to prevent pilfering, and in a large city like Montreal, where access to big stocks may be readily had, Mr. Lacasse finds that it is not necessary to carry surplus stocks to any extent. These pockets hold a gross of screws or more, each, and it is therefore possible to carry a very wide variety in this

(Continued on page 60)

O.P.W.

It's Quaint About Paint--



Like the old coon trap that "gets comin' an' goin'." If conditions encourage buildin', paint and varnish are demanded in big volume, and if price, labor or other conditions prevent buildin', paint and varnish are in sharp demand for the existin' buildings to make 'em do until the buildin' program is resumed. Fine! That's why she's a real business to be in.

Play it right and you can't go wrong. Join up with a manufacturer who has a reputation for clean business; who meets your ideas on quality and durability and who offers you a line of goods that will afford an adequate return on a sellin' price that you can popularize. All of which brings me to the Ottawa folks and their goods that will help you best to bank the big end of the paint money that's goin' around your town.

. . . .

Weekly Paint Markets

Montreal

MONTREAL, March 10.—Business in the paint trade has taken on a livelier aspect and manufacturers state they are once again in the busy season. Deliveries are now going forward and activity is noted from all producers. The market quotations show more steadiness also, and with the exception of turpentine a firmer undertone seems to prevail. Turpentine is still unsettled, and some dealers are expecting lower prices in the next few weeks. Linseed oil and shellac maintain their prices, putty and white lead remaining at their recent decline. Window glass is still unsettled, with quotations varying to some extent among the different jobbers. Prices for this season's Paris green are now quoted.

Linseed Oil Unchanged

Montreal.

Prices on linseed oil are unchanged this week, and remain at 95 cents for raw and 97½ cents for boiled in one barrel lots. The demand is reported small for this season, very little booking coming to hand. It is hard to determine, as yet, the trend of the market, but until the outside seed makes its appearance on the local market present prices are likely to remain fairly steady. Following are the quotations:

1 to 2 barrels	0 95	0 97½
5 to 10 barrels	0 90	0 92½

Turpentine Price Maintained

Montreal.

Turpentine is held at last week's quotations, with the demand showing a slight improvement over previous weeks. Although present price is at a very low level, the Southern market is anything but promising, and even lower prices may be expected in the near future.

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 97
Broken lots	1 05

White Lead More Active

Montreal.

A better movement is shown in white lead in oil, and business is gradually improving. However, sales are still below last year's, but buying generally in the paint trade is curtailed. The present condition of the pig lead market may still have a tendency toward lower quotations on white lead in oil, but corroders generally are of the opinion that the bottom has been reached for some little time at least. Prices at the recent decline are: $14 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

Steadier Market on Shellac

Montreal.

The shellac market is much improved over the last two months. The price cutting period seems to be well over and present prices are now remaining steady. The demand is still light, but a certain amount is being forwarded with spring paint requirements. Following are the quotations:

Orange shellac, in barrels, $4.50; in one gal. jugs, $5; white, in barrels, or 5 gal. jugs, $5; in one gal. jugs, $5.50.

Demand for Putty Light

Montreal.

Business is still light on putty and dealers are not yet placing their orders for full spring requirements. Prices remain at declines of two weeks ago and are as follows:

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Paints and Varnishes

Montreal.

Ready mixed paints and varnishes are now moving fairly well. The trade seems settled down to the new prices, and better progress is now being made. Some dealers are still holding off in their buying, but in most cases spring orders are coming in, of a sorting variety, smaller in volume than last year. A very busy time is expected when the spring is more advanced, when all dealers will want their requirements at the last moment, and manufacturers are hoping that an increased activity will be shown from now on, and thus eliminate any cause for complaints of delays or even shortages on some lines when the spring painting really commences. No changes have been made in quotations on any lines.

Window Glass Still Unsettled

Montreal.

There is very little change in the window glass situation, it remaining unsettled and quotations varying to some extent. A slight stiffening on the Belgian market has had no immediate effect here as yet, and it is still felt that an increased demand will be the only remedy for any adjustment. The prevailing price among the jobbers is 50 per cent. off Montreal list, with a little lower quotation for quantity. Montreal glass list is shown on current market pages.

1921 Prices For Paris Green

Montreal.

Prices are now given for this year's Paris green. These new quotations are from 4 to 6 cents per pound lower than the opening prices of last year. Following are the ruling prices on the different sized packages:

½ lb. paper cartons, per lb.	0 52
1 lb. paper cartons, per lb.	0 50
½ lb. tins, per lb.	0 54
1 lb. tins, per lb.	0 52
25 lb. tins, per lb.	0 48
50 and 100 lb. drums, per lb.	0 46
250 lb. kegs, per lb.	0 44½
600 lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax. Yarmouth and P.E.I. points ¼c per lb. extra.

Toronto

TORONTO, March 10.—The chief features of the paint market this week are the new prices for this season on paris green and arsenate of lead which have just been issued. While paris green prices show a decline from last year's quotations those of arsenate of lead are slightly higher. Rosin prices are easier and quotations show a reduction. In other paint products there is no quotable change, and white lead, putty, mixed paints and shellacs are holding at previous quotations. As the painting season—or rather the outdoor painting season, as paints and varnishes should be all the year round sellers—approaches there is an improvement in sales and though it is not as pronounced as many would like to see there is an optimistic feeling that each week now will see a bigger improvement.

Paints Slowly Improve

Toronto.

Week by week a slight improvement is observed in paint sales, and some report a little faster increase in orders during the past week. Stocks in retailers' hands are recognized to be smaller than usual as a general rule, and it is believed that as soon as the spring demand opens up there will be a much bigger volume of business. Many dealers have been sorting up since last season and are apparently waiting until the approach of the spring season before putting in the new stock.

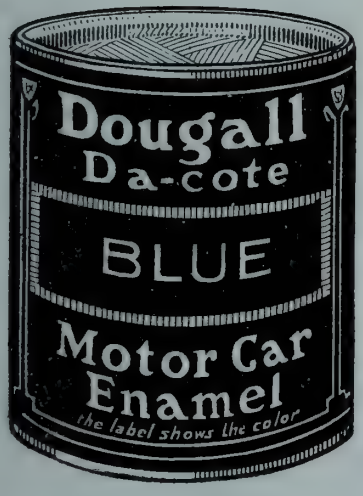
White Lead Steady

Toronto.

White lead sales are gradually showing an improvement, but, as in most other lines, business is below the average at this season. With the beginning of outdoor painting an increased volume of sales is looked for. Prices are holding at recent declines and are to be found on current market pages.

Dougall

For Spring Displays



A creamy, brilliant enamel for home painting of automobiles. Made of high grade varnish and pigments and ground so fine that it flows smoothly and evenly from the brush without any laps or brush marks.

Any car owner can restore newness and beauty to his car by means of

Dougall Da-cote

Made in ten popular colors, from among which it is a simple matter to select almost any combination desired.

You'll be asked for Da-Cote. A good window display will connect you with your rightful share of a growing demand created by the widespread advertising of Da-Cote in magazines and motor publications.

We'd like to send you all particulars regarding the Da-Cote selling proposition. Write us about it to-day.

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U. S. A.

Da-cote

Slow Movement of Putty

Toronto.

This is not the season of the year that wholesalers look for a great deal of activity in putty, and present sales are naturally small. Present quotations are those made two weeks ago and are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Shellac Prices Unchanged

Toronto.

Shellac is holding at recent declines and is quoted from $4 for orange and $5 for white. There is little more activity shown in this product and sales are improving.

Glass Situation Unsettled

Toronto.

There is little new development in the window glass situation. There appear to be different opinions regarding the Belgian market conditions, and though some believe that firmer prices may be expected, others state that from present indications there is little to warrant that belief. A little firmer demand is reported in some quarters and some glass jobbers are quoting from a net list. Other quotations are 60 per cent., and 60 and 10 per cent., and there is not much more uniformity in quotations than there has been for the past few weeks.

Chamois Skins Lower

Toronto.

Reductions have been made recently in the price of chamois skins and these are now being quoted lower.

Rosin Prices Lower

Toronto.

The market is easier in rosin and lower quotations are being made. Prices now are $6 per 100 pounds in casks, or 9 cents per pound in smaller quantities.

Turpentine Prices Holding

Toronto.

As forecast in last week's issue of Hardware and Metal the southern market in turpentine has firmed up although there is not much increase in the demand there. There is a movement among the leading producers to limit the output this season but whether it will be successful remains to be seen. An increase in inquiries is reported in wholesale circles here though sales have not begun to show much change as yet. Quotations are the following:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 97
5 gal. lots	1 05

Linseed Oil Steadier

Toronto.

The linseed oil market is a little steadier and whether lower prices may be expected is uncertain. Taking into consideration the slight changes in oil during the past few weeks with the fluctuations in the flax seed market many are of the opinion that prices will not vary much for a while. A year ago to-day the quotations on raw oil were $2.75 and turpentine $3.35 a gallon. The present day quotations of 95 cents on both products is quite a difference. Following are present quotations:

	Raw.	Boiled.
1 to 2 bbls, per gal.	0 95	0 98
3 to 5 bbls, per gal.	0 94	0 97
6 to 9 bbls, per gal.	0 92	0 95

Less barrels add 15 cts. gal.

Paris Green Prices for 1921

Toronto.

The new season's prices have been issued for Paris green, and are from 5 per cent. to 10 per cent., according to quantity below the prices of last spring. The new quotations are as follows:

PARIS GREEN (100-lb. lots.)	Per lb.
In barrels, about 60 0lbs.	0 44
In kegs, about 250 lbs.	0 44½
In 50 lb. and 100 lb. drums	0 46
In 25 lb. drums	0 48
In 1-lb. packets	0 50
In ½-lb. packets	0 52
In 1 lb. tins	0 52
In ½ lb. tins	0 54

F.o.b. Montreal, Quebec, Moncton, St. John, and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITTSBURGH MARKET

(Continued from page 55)

thereby, and probably they are impressed by the Steel Corporation's calm refusal to be governed. Possibly they feel that if steel prices are once gotten down they cannot be gotten up again, as used to be the case. There will necessarily be an improvement in demand in the next few weeks, and later there will be much further improvement, even to a point of there being really a large demand, according to past standards, but that is a different thing from a demand equal to the present capacity, which is 50 per cent. greater than in 1914. In the past steel prices never advanced unless the mills were operating at 85 per cent. or more.

Pig Iron

Foundry pig iron has been quoted and sold at $26.50, valley, or 50c decline in the week. Bessemer remains nominally quotable at $27, valley, and basic at $25, valley, but one sale of a few hundred tons of basic has just been made at $23, under somewhat mysterious circumstances. If it turns out that there is more iron to be had in the same quarter the quotable market will be $23. Only four merchant furnaces in the Mahoning and Shenango Valleys are operating and some of them are thinking of going out, as they are piling up more iron than they are shipping.

The Hamilton Products, Ltd., has been incorporated with head office at Hamilton, Canada, and capital stock of $1,500,000, to carry on the business of iron masters, iron makers, iron and steel converters, smelters, engineers, etc.

Displaying Thermometers

In displaying thermometers in a store window it is a good plan to have them in the foreground. This is because thermometers will make an excellent center for any window, and will help to attract attention more quickly.

One dealer who uses his windows frequently to display a variety of lines fixes the background in plain wallpaper that can be changed once a week at small expense. In his last window he had alarm clocks and thermos bottles in the background; safety razors, soaps, chains, and a miscellaneous assortment in front of this, and in the center foreground a small display of thermometers. The striking feature of the window was that all the goods shown were price marked.

Monday and Tuesday, a dealer in an eastern town believes, are the two days of the week when window displays should not be changed. "Window shopping," he declares, is a popular Saturday evening recreation in his town. The brightly illuminated display windows are as great an attraction as the theaters, if not more so. Those who take this form of recreation do not, as a rule, stop in at the moment to buy, but if they see anything that attracts them they usually decide to come again early next week to confirm their first impressions. For this reason, if they come back Monday and find an entirely new display, their half-formed desire will have no chance to ripen into decision. On any other day in the week, this dealer believes, window displays may be changed, but not on Monday or Tuesday.

POINTERS ON TOOL SELLING

(Continued from page 60)

way. s a matter of fact, screws are carried from ⅝ by 6 up to 3 by 20, and a variety of round head and flat head brass and bright wood screws is carried. Provision has also been made for stocking flat and round head stove bolts of various sizes. The pockets are neatly stamped with size, a steel figure being used. Over all a good, tough varnish is applied.

Mr. Lacasse is making provision for special lighting of these cases during dark hours and at night, and altogether he expects to have a very convenient, well-located and successful tool department.

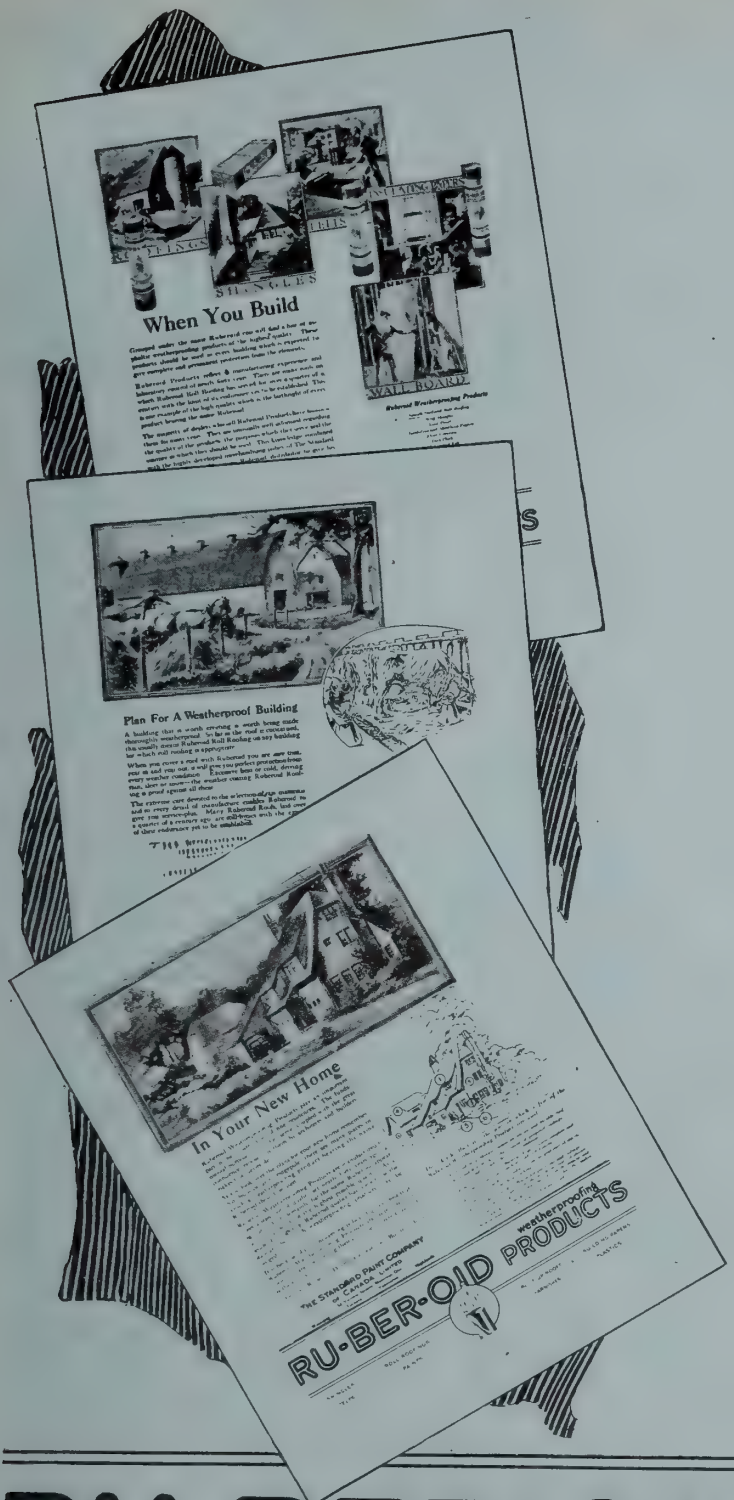
HARDWARE EXPORTS & IMPORTS

(Continued from page 36)

electrical apparatus, paints. It is significant that while Canada's imports of passenger automobiles are decreasing that exports are showing an increase. The increase in exports of paints and varnishes is also such as to cause comment, these having increased from $906,079 in 1919 period to 1,492,828 in 1920 period.

It is noted that the increase in hardware and cutlery exports for that period practically equals the increase in imports of those lines for the same period.

Ruberoid Advertising Brings Business



The first big guns of the 1921 Ruberoid advertising campaign have been fired, covering Canada more thoroughly than ever before. Advertisements both in color and black and white are appearing in the leading magazines, newspapers and farm journals throughout the Dominion. They reach over 3,000,000 readers.

Reproduced here are a few examples of this advertising. It is permeated with an irresistible appeal of *QUALITY* — convincing the reader that Ruberoid Weatherproofing Products will give him in full measure everything that a material of the highest quality should give. It shows him that these products stand on their past records and on the unshaken policy of the Standard Paint Company of Canada, Ltd., to produce under the name Ruberoid the best weatherproofing materials that can be made, regardless of cost and low price competition.

Think what this advertising means to every Ruberoid Distributor in Canada—increased sales, not only of Ruberoid Weatherproofing Products, but in every department of his business.

Write to-day for the Ruberoid Merchandising Plan which protects the dealer by eliminating competition.

The Standard Paint Company of Canada, Limited

52 Victoria Square, Montreal, Que.

Winnipeg Toronto Vancouver Highlands

RU-BER-OID weatherproofing **PRODUCTS**



SHINGLES ROLL ROOFINGS BUILT-UP ROOFS BUILDING PAPERS
FELTS PAINTS VARNISHES PLASTICS

If interested tear out this page and place with letters to be answered.

Where Does the Publisher Get Off?

His Rights Are Seldom Respected in the Matter of Contracts—Expected to Reduce His Rates and Give Better Service at the Same Time—Time That the Space-Buyer Played Fair With Press

LAST May there was a director's meeting called by one of the leading farm paper publishers. The record of business booked was submitted. It showed a splendid volume of advertising lined up for 1921, in fact, it was one hundred and two per cent. better than ever before.

The president addressed the meeting as follows:

"Boys, now that they are coming our way, we should do the things that are necessary to put this paper so thoroughly 'over the top,' that its supremacy can never be disputed.

"Let us invest this splendid income in making improvements that will give the advertiser the best proposition there is for the money in our field. Let us make it so good that there never can be any question about his coming back."

Accordingly, plans were perfected for a 20 per cent. increase in circulation. When this circulation was assured it was decided a new press would be required and it was ordered. To give the additional room and other proper facilities for good press work the floor space had to be greatly increased, hence the purchase of a building.

It also seemed, not only advisable, but just the right thing, to make a contract for a better grade of paper, and the extra amount necessary for this 20 per cent. increase added about $85,000 to the paper bill.

The next step was to increase the editorial service by the employing of two college professors. These men were engaged under contract to fill a larger paper.

Finally, a Research and Dealer Help Department was installed at a very considerable expense.

These directors planned to do the things that are most wanted by the advertiser, the advertising agent, the representative and even the reader of the paper, and those plans were made as a result of business actually booked.

All this in the month of May. Presto! Change! The tide turned. "From them which they have." Instead of getting the expected and usual amount of fall orders, added to the surplus on hand, in comes a string of cancellations.

Biff! Bang! Smash! Who cares for the publisher? "Truly we gave him a contract, but what of that? Cancel it—we don't think we can use the space to advantage." Not one in a hundred even grant the courtesy of an explanation. It is just a case of cold-blooded indifference to the publishers' rights or the value of an advertising agent's order.

What can the publisher do? He is under contract for his extra circulation. He is under contract for his extra housing facilities—his extra printing equipment and his extra paper. He cannot discharge his editorial force, neither can he discontinue his Research and Service Department. These improvements, made very largely in the interest of a better product for the advertiser, must be carried on.

January first appears on the horizon. Mr. Manufacturer and Mr. Agent take stock of the 1921 prospects and then they jointly decide that Mr. Publisher must reduce his rates to a pre-war basis or get no business. Yes, the decree has gone forth from a very considerable number, and it goes forth without the slightest assurance of what the support would be were a reduction made. Simply a question of "We insist upon lower rates."

There is no recognition of an improved service on the part of the publisher. There is no recognition of the fact that the farm paper publisher was the last of all commercial industries to raise prices, and then never raised them in proportion to the increase in cost of production.

There is no recognition of the fact that the publisher cannot reduce his overhead as can be done in other lines of business. There is no recognition of the fact that the publisher is probably the most decided loser by this epidemic of "cancellitis." Still he must go on—his issue must come out—he is under contract to his readers to supply a specific article, of a standard quality, and there can be no let-up, no matter what the advertising patronage may be.

There is no consideration of the fact that for years and years the press of this country has struggled and struggled through all kinds of hardships, until it put the very foundation under commercial America.

Let the space buyer play fair—be reasonable with the publisher. If you want to suck the blood out of business, starve the press. If you want to put out the fires under the boiler of your own industry, stop your advertising. If you want to cripple the express, the postal, the freight and the railroad service of the United States, stop your advertising. If you want to dull the intellect, cease to educate the buying population of the United States and spread pessimism, then withhold your patronage from the press.

On the other hand, if you want to see the glorious sunshine of business prosperity throughout the length and breadth of this land, jump to the front with the determination to do your part in its promotion. The surest way you can do that is by giving the publisher what is necessary in advertising patronage, and at a profitable rate, thus enabling him to put forth an optimistic, confidence-inspiring and trade-building enthusiasm that will compel business development.—Reprint from Printers' Ink, issue of January 27, 1921.

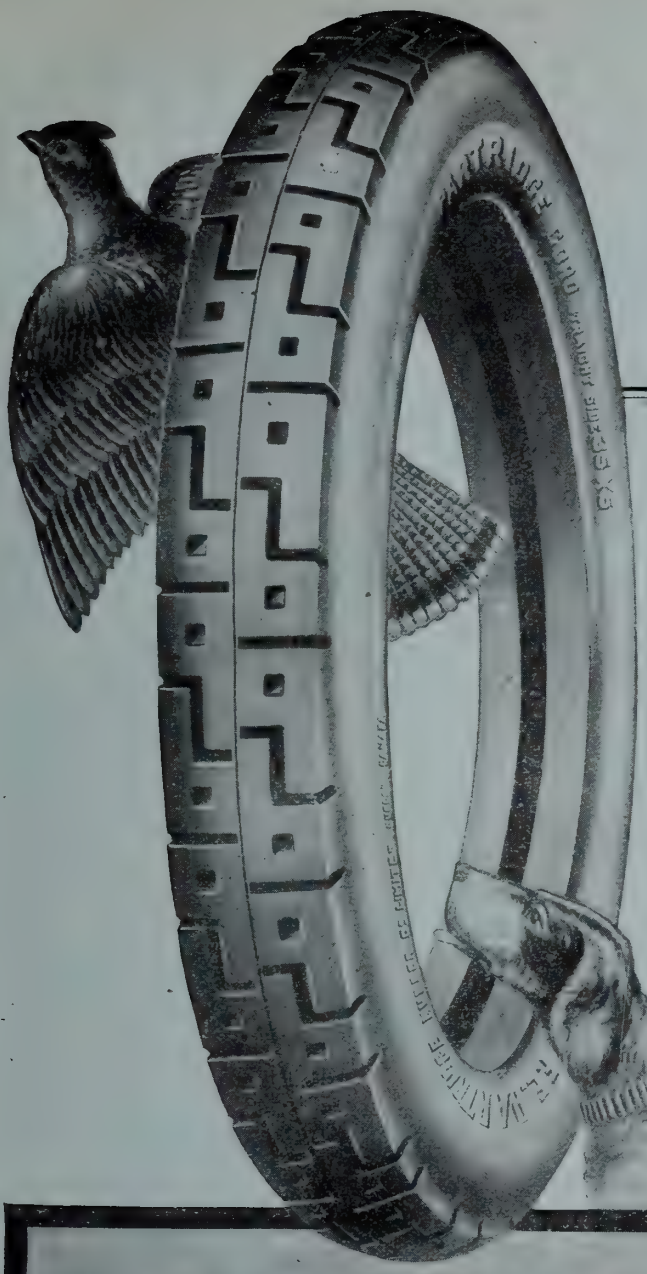
New Branch of Manufacturers' Association at Three Rivers, Que.

THREE RIVERS, March 1.—Three Rivers took another step forward in importance as a manufacturing centre recently, when a branch of the Canadian Manufacturers' Association was organized in this city.

R. W. Gould, secretary of the Quebec division, and L. D. Loranger, assistant secretary, were present at the meeting which was held at the Chateau de Blois. After luncheon the members of the new organization, which included representatives of a number of Three Rivers manufacturing concerns, discussed the activities of the new association led by the chairman, Vivian Burrill. It was decided that following the plan of the Canadian Manufacturers' Association of Sherbrooke, Que., a meeting should be held every other month.

The first business of the society was to outline a plan of activities for their association. This included equalization of freight rates, the income tax law, the workmen's compensation act, tax recommendations and a "Made-in-Canada" campaign.

With regard to the equalization of freight rates, it was pointed out that it is believed to be the intention of the Federal Government to appoint a commission to make an investigation throughout the Dominion after the plan followed by the Tariff Commission. It was felt that if a meeting of the association was held previous to the visit of the above commission in Three Rivers a considerable amount of useful data could be compiled by the different industries represented in the district.



Cord or Fabric.

Just a Moment!

When you sell your customers Partridge Tires, both profit; you obtain dollar and cents return; they obtain tires which prove their economy by long outliving ordinary tires, and giving the utmost in satisfactory Tire Service.

From their inception, Partridge Tires have made good. These rugged beauties soon proved to motorists that they had the stamina, resilient strength and sinewy toughness to make them durable and dependable under all road conditions.

Partridge Tires are undoubtedly the best buy on the market to-day. You, as a dealer, know this. Then why not convince your customers of the fact?

In two and a half years the sales of Partridge Tires have increased 1,700 per cent. and the percentage is still going higher.

Some dealers are making big profits on our enormous output. Are you one of them? If not, why not get busy?

Write us for Information and Prices.

The F. E. Partridge Rubber Co.
Limited
Guelph, Ontario

PARTRIDGE TIRES

Game as Their Name

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 17½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 25%
Irwin Car Bits, add 20%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	....
Clothes Bars, No. 1	....
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINES REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	.....
7-16 in.	12 50	.....
½ in.	12 20	.....
⅝ in.	11 45	.....
¾ in.	11 25	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, add 20%; tie-out chains, 33 1-3%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 45
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 48c f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement. No. 2. oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

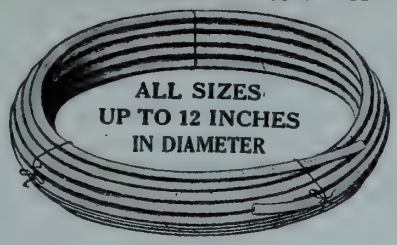
DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE

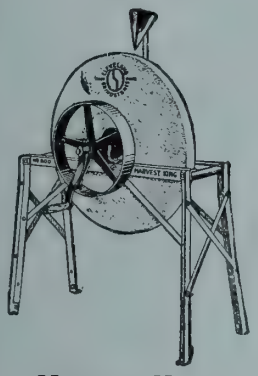


SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO



Harvest King

Let the Engine Turn the Grindstone

CLEVELAND TRADE MARK GRINDSTONES

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.

Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.

Our HARVEST KING POWER GRINDSTONE gives extra good service.

THE CLEVELAND STONE CO. - CLEVELAND, OHIO

Welded and Forged — A Solid Coupling. No Wrench Slips on the Perfect Hex.



Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Demon Grip
Welded Steel
Pump Rod Couplings

The new "Demon Grip" steel Pump Rod Coupling offers the rural hardwareman striking opportunities to increase his business.

The superiority of the "Demon Grip" makes it easy to sell, and the service it gives his customers will establish confidence in his store and goods that will show itself in many repeat sales. It's the best buy, therefore a good seller.

Ask your jobber.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Avenue
St. Paul - Minn.

If interested tear out this page and place with letters to be answered.

DRILLS – Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen, less 42½%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 15%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, cast iron, 20%; plugs, solid, 10%; plugs, countersunk, net; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 25	0 35
C	0 16	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)

All hickory handles, list, plus 85%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	1 10	1 10
4-inch	1 32	1 21
5-inch	1 54	1 43
6-inch	1 87	1 65

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES

Grub	$10 50	$11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

86 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric

Model B, $7.50 list.

Classic, $8.00 list.

Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 45
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Whirlpool, water power	82 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	28 75
Jubilee	12 50
Canada First	23 75

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$35 25
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.20.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton, 100 lbs., $12.

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on any product is the identifying mark of a quality article. Barrett products are fast sellers because they insure customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40 gallon barrels.

Everlastic "Rubber" Roofing



This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply (light weight), 2-ply (medium weight), and 3-ply (heavy weight), in rolls containing 108 square feet. Nails and cement are packed with each roll.



A typical farm building showing effect secured after covering with Everlastic "Rubber" Roofing.

WINNIPEG VANCOUVER HALIFAX, N.S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 60	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 92.1
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch...	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor..	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

Per 100 lbs.

	Mont.	Toronto
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Imp. White Sheathing	$7 75	....
Imp. Grey Sheathing	5 75	....
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 49, March 1, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 07	7 17	5 91	8 01
⅜ in..	5 07	7 17	5 91	8 01
½ in..	6 76	8 29	7 95	9 48
¾ in..	8 34	10 41	9 95	12 02
1 in..	12 33	15 39	14 71	17 77
1¼ in..	16 68	20 82	19 90	24 04
1½ in..	19 94	24 89	23 79	28 74
2 in..	26 83	33 49	32 01	38 67
2½ in..	42 41	52 94	....	....
3 in..	55 46	69 23	....	....
3½ in..	70 38	86 94	....	....
4 in..	83 39	103 01	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 43	$37 19	$35 71	$42 37
2½ in..	45 92	56 45	54 11	64 64
3 in..	60 05	73 82	70 76	84 53
3½ in..	72 22	88 78	85 10	101 66
4 in..	95 57	105 19	100 83	120 45
4½ in..	99 70	1 24	1 30	1 54
5 in..	1 16	1 44	1 52	1 80
6 in..	1 51	1 87	1 97	2 33
7 in..	1 96	2 44	2 53	3 01
8L in..	2 06	2 56	2 66	3 16
8 in..	2 38	2 95	3 07	3 64
9 in..	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in..	3 40	4 22	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA		
Prices nominal,	Montreal	Toronto
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN Prices only nominal	Tor. Per box	Mont.
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net. Liquid Veneer—	
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 20
No. 3	4 20	4 75
No. 4	5 00	5 20

	Each
No. 70	7 75
No. 80	10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 in 1), sq.	$6 50	
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.	0 60	
In ½ bbls., per gal.	0 65	
In 5s and 10s	0 70	
1 gal. cans, per doz.	9 00	

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional instead of 1c per lb as formerly.

Italian rope basis on application	
Cotton, ⅛ in.	0 47
Do., 5-32 in.	0 46
Do., 3-16 in.	0 43
Do., ¼ in. and up	0 42

F.o.b. Toronto, Montreal, London Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	3 37
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Doz.
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 80
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 80
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gapge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 ga.	9 60	9 25

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 50

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)
Bright $5 75
Galvanized 6 75

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60 per cent. off list.

McClary Glass Front Oven
No. 70, each, net 6 00

Detroit Glass Front Oven,
No. 85, each, net .....
Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS Discount
Wire Tacks ..... 65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920. 65 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

	BLACK LIST		
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per doz en net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toron to, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.
1921 prices not yet issued.
500 feet .....
550 feet .....
600 feet .....
650 feet .....
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs and ¼ cent lb. on 20,000 lb

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto

VALVES, FOOT

	Blk.	Galv
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $17.90; 1⅜ in., 1½ in. 1⅝ in. $17.40 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 45% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$5 10	$5 50	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 50	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.90.
Coiled Spring Wire, 9 gauge, $5.05.
Bark Wire on application.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern: 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	138 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal Kingston, Ottawa, Toronto, Lon

TINKER TOM'S TALKS.

No. 302

Don't delay in placing

SPRING ORDERS

FOR

MADE IN PREMIER CANADA

GALVANIZED SHEETS

By ordering now you are sure of the stock when needed.

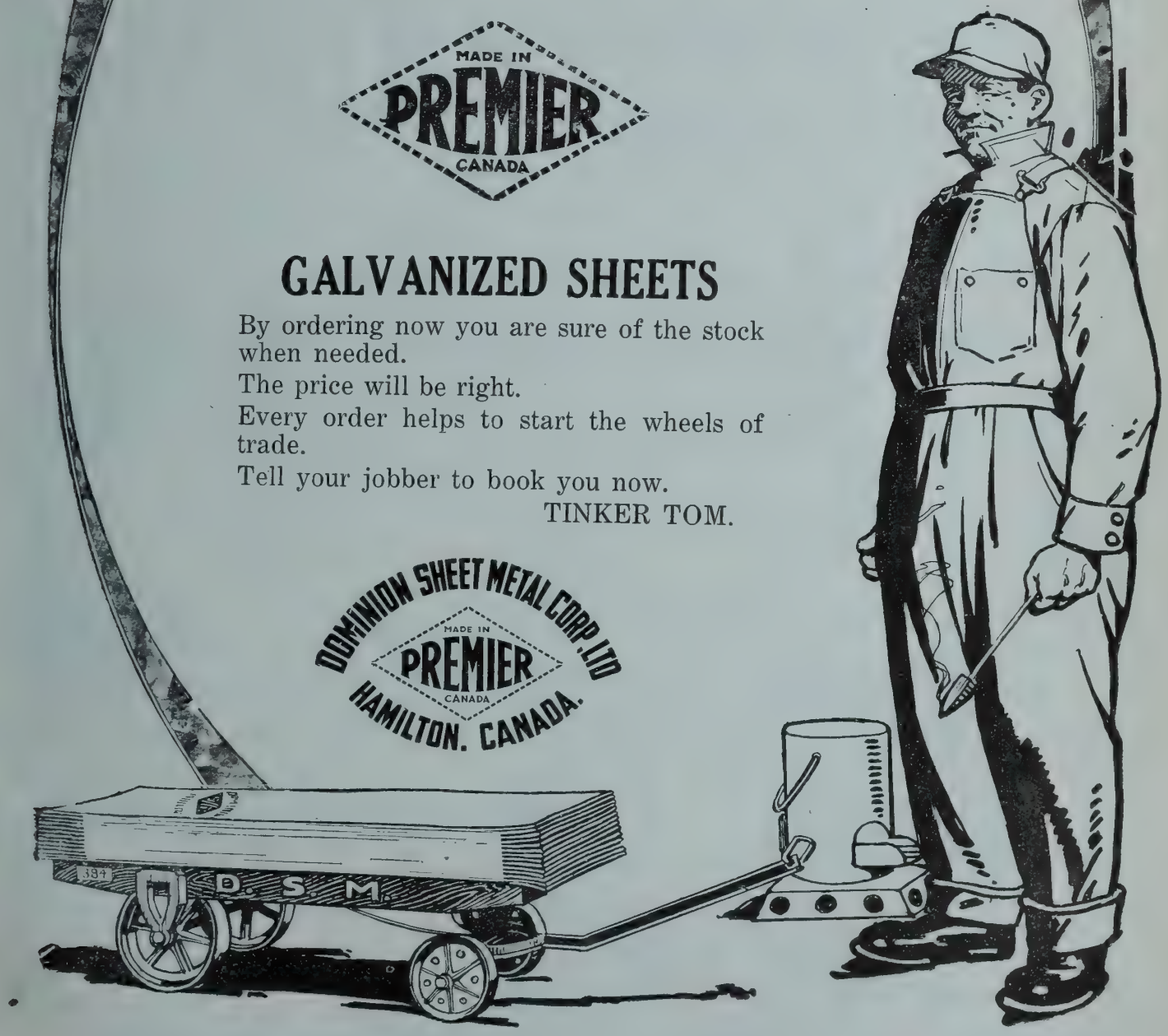
The price will be right.

Every order helps to start the wheels of trade.

Tell your jobber to book you now.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 80
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 60/10%; London, 60%. Toronto,

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	....	27 00
81 to 84	....	34 00
85 to 90	....	36 50
91 to 94	....	37.25
95 to 100	....	43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

OILS—	
Fly, Creonoid—Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PUTTY
See Weekly Report.

ROSIN	
Barrels, 100 lbs.	6 00
Less, per lb.	0 09

SHELLAC	Pure white	Pure orange
Per bbl.	$5 00	$4 50
Gal. jugs	5 50	5 00

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal cans
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	8 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Elastic Interior	3 [illegible]
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 65
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 500 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Muresco	8 80	9 90
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED			
	Fancy		0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

GLASS

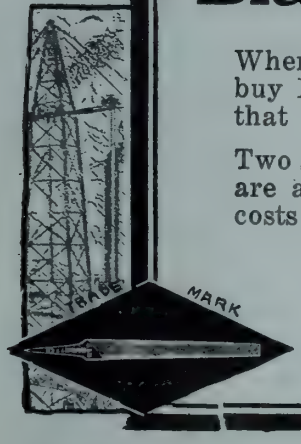
We are receiving quantities of Belgian Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices.

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

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When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



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Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 90 lbs and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 35
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut $3.00 per lb.; rawhide, sides, $2.50 cut, $3.00.
Blue Stone (Vitriol), 11½c

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double" list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ..... $10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 36
51 to 60 in.	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES—Net prices.
Light Strap—3 in., $1.00 per doz. prs.; 4 in., $1.20; 5 in., $1.40; 6 in., $1.70; 8 in., $2.55; 10 in., $3.60.
Light Tee—3 in, $1.00 per doz. prs.; 4 in., $1.20; 5 in., $1.30; 6 in., $1.50; 8 in., $1.85; 10 in., $2.50.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 100-lb. tins, $18.10.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 8	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS
Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

G. F. Stephens & Co.
Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	**Gallon**
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 67	8 01
⅜ in.	5 85	8 19
½ in.	7 88	9 54
¾ in.	9 72	10 02
1 in.	14 40	17 78
1¼ in.	19 44	24 03
1½ in.	23 27	28 80
2 in.	31 32	38 70
2½ in.	50 76	63 00
3 in.	66 60	81 90
3½ in.	83 70	103 05
4 in.	99 90	122 40
4½ in.	118 80	146 70
5 in.	138 60	171 00
6 in.	180 00	221 40

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$ 8 80
12 gauge	8 80
14 gauge	8 85
16 gauge	8 95
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 70

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	**Doz.**
Grand Rapids, nickeled	$109 00
Household, japánned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	**Victor Doz.**	**H.& N. Doz.**	**Jump Doz.**
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$18 30	$18 80
¼ in.	16 14	16 64
5-16 in.	15 18	15 68
⅜ in.	14 10	14 60
7-16 in.	13 26	13 76
½ in.	12 78	13 28
9-16 in.	12 66	13 16
⅝ in.	12 54	13 04
¾ in.	12 42	12 92
⅞ in.	12 30	12 80
1 in.	12 30	12 80
1⅛ in.	12 30	12 80
1¼ in.	12 54	13 04
1⅜ in.	12 54	13 04
1 7-16 in.	12 54	13 04
1½ in.	12 54	13 04

WASTE

Cream. polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 00
14 in	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.06.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—20% off list.

	— Dozen—	
Always Ready	**Black**	**N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

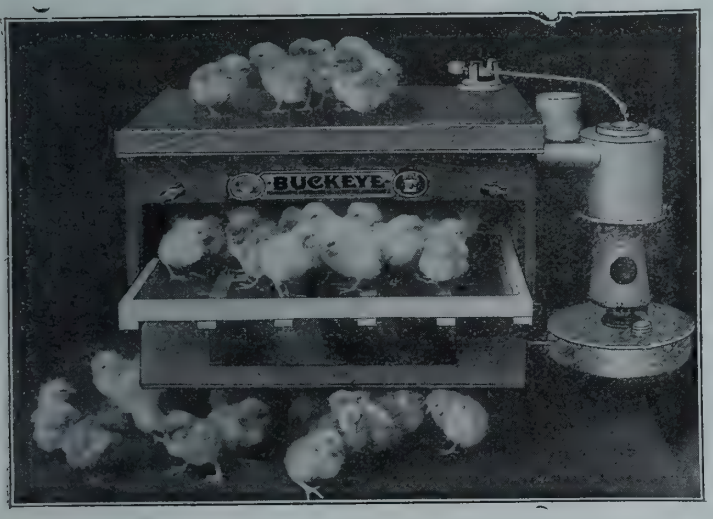
WRINGERS, CLOTHES	**Doz.**
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Buckeye Incubator and Fittings



Confidence

Like all the lines handled by Ashdown's they're good sellers. For fifty-one years Ashdown's has had the confidence of manufacturers of the best lines.

Let us put a Buckeye in your store to demonstrate and boost your trade.

Good Displays Mean Easy Sales

The hardware dealer in rural districts will find much scope for many new sales by looking up farmers, poultry farmers, etc., and supplying them with new machines or fittings.

Display Buckeye incubators and fittings in your window and where your customers will see them.

The superior merits of these machines will be instantly recognized and sales easily closed.

Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

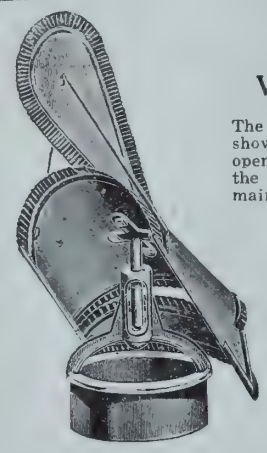
GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED



O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

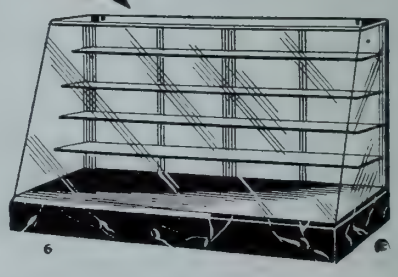
"ROYAL" GRINDERS
Made by
S. CHENEY & SON
Manlius, N.Y.
Canadian Sales Agents:
A. G. & A. L. BROWN & CO. -- MONTREAL

ARNETTIZE YOUR STORE

You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog and details of Arnett Service for your store.

Thomas Lewis Arnett
SOURIS, MAN.



Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Lit With a Scratch of a Match!



Sell on sight. These Lamps and Lanterns are guaranteed to generate and light with a match. Three pints common gasoline (one filling) give 15 hours' continuous radiant pure white light, equal to 20 ordinary coal-oil lamps or lanterns.

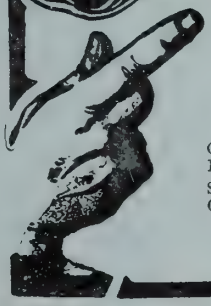
"NULITE" Lamps and Lanterns

are minus wick, chimney, smoke, smell, grease, trouble or danger. Every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter in your community needs either or both. Put both in stock—and see how fast they sell.

For prices, write your jobber or us.
Ask for Catalogue No. 29—Fully Illustrated in Colors.

National Stamping & Electric Works
Chicago, U.S.A.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

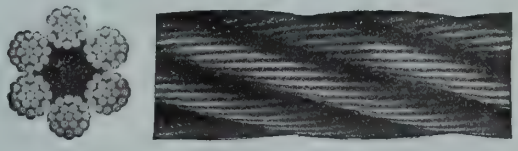
Manufactured by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

If interested tear out this page and place with letters to be answered.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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National Hardware Co., The, Orillia, Ont.

Auto Mirrors
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Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
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Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.

Axes
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Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Ltd., Hamilton.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

Bait, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., Ltd., St. Catharines, Ont

Bolts, Flush
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Walter Woods & Co., Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Spiekman Agencies, Montreal.

Barn Door Hangers
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton.
N. Slater Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
Millers Falls Company, Millers Falls, Mass.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Brass Fittings and Rods
James Morrison Brass Mfg. Co., Ltd., Toronto.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins & Sons, Limited, Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont

THE BUYERS' GUIDE

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Burlap, Decorative Wall
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Business Machines
The International Business Machines, Ltd., Toronto.
The National Cash Register Co., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto
Whites Limited, Collingwood, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The United Royalties Corp., New York, N.Y.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd.. Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cement
The Barrett Co., Ltd.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont

Chain Pipe Wrenches
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn
The Toronto Lock Mfg. Co., Toronto.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt Ont.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Churn, Mixer
The United Royalties Corp., New York, N.Y.

Clamps "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que
The Flexible Shaft Co., Limited, Toronto.

Clippers, Horse and Cow
The Flexible Shaft Co., Limited, Toronto.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Line Reels
The United Royalties Corp., New York, N.Y.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Beatty Bros., Limited, Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Dish Washer, Electric
The Hurley Machine Co., Limited, Toronto.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

THE BUYERS' GUIDE

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drainers, Cellar
James Morrison Brass Mfg. Co., Ltd., Toronto.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drills, Ratchet
The Keystone Manufacturing Co., Buffalo, N.Y.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York, N.Y.

Egg Cases
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Electric Appliances
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Electroplate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Emery Glass and Papers
Jonn Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamel, Stove Pipe
The Deco-Tint Co., Montreal, Que.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Engines, Gas
The London Gas Power Co., Ltd., London, Ont.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.

Fence Posts
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Floor Wax
The Deco-Tint Co., Montreal, Que.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

THE BUYERS' GUIDE

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Gasoline Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware, Barn Door
Beatty Bros., Limited, Fergus, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys.
J. H. Still Mfg. Co., St. Thomas.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Allcock, Laight & Westwood Co., Toronto, Ont.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose Clamps
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Empire Brass Mfg. Co., Ltd., London, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hose Menders
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

THE BUYERS' GUIDE

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Insurance
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Electric
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Ironing Machines, Electric
The Hurley Machine Co., Limited, Toronto.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
N. Slater Co., Limited, Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Tungsten Lamp Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co. Vancouver, B.C.

Lead Pencils
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

Locks
The Hamilton Stove & Heater Co., Hamilton.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lock Washer Equipment
Sleeper & Hartly, Inc., Worcester, Mass.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Toronto.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.



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This wonderful handle could lift considerably more than that, but it is not possible, without a great deal of practice, to lift a higher load without a spill. You can also draw your hand quickly over the handle without the danger of receiving a cut by sharp edges. It is the strongest handle for its weight in Canada, and cannot be had on any other cooking utensil.

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Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.

Nail Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nitrogen Lamps
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Oil Stones
The Canadian Hart Products Ltd., Hamilton, Ont.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Perforated Sheet Metals
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Percolators, Coffee
Canadian General Electric Co., Toronto
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe Fittings
Fittings, Limited, Oshawa, Ont.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., On

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn
Whites, Limited, Collingwood, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
A. G. and A. L. Brown & Co., Montreal, Que.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Polishes, Auto and Furniture
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Polishes, Metal
The Deco-Tint Co., Montreal, Que.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Walton-Carlson Co., Limited, St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

THE BUYERS' GUIDE

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Allcock, Laight & Westwood Co., Toronto, Ont.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Safes
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sharpeners, Knife
The Canadian Hart Products Ltd., Hamilton, Ont.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont

Show Cases
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Sockets and Sleeves
The Keystone Manufacturing Co., Buffalo, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

THE BUYERS' GUIDE

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Wire Coiling Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Limited, Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stains, Straw Hat
The Deco-Tint Co., Montreal, Que.

Stampings
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
D. Moore Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.
Renfrew Electric Products, Ltd., Renfrew, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont

Sweat Pads
American Pad & Textile Co., Chatham.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.

Switch and Receptacle Plates (Flush Type)
Ontario Lanter & Lamp Co., Ltd., Hamilton, Ont.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont

Tacks
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Thermos Bottles
The Thermos Bottle Co., Ltd., Toronto.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
Sheet Metal Products, Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Gate
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Hamilton, Ont

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tungsten Lamps
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

THE BUYERS' GUIDE

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Weeders, Garden (hand)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wirework of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wireworking Machinery
Sleeper & Hartly, Inc., Worcester, Mass.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

Wrenches, Adjustable "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Pipe
The Keystone Manufacturing Co., Buffalo, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Appliances Limited, Toronto.

Wrought Nipples
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
J. H. Connor & Son, Limited, Ottawa, Ont.
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



The 33rd Annual Spring Buying and Directory Number of Hardware and Metal will be issued on March 19. It will be the best number ever produced in Canada. Watch for it.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

EXPERIENCED SALESMEN IN ALL PARTS of Canada to sell staple lines, commission basis. Exclusive territory. A good proposition to business getters. State what lines you now handle. Box 242, Hardware and Metal.

WANTED—EXPERIENCED RETAIL HARDware salesman. Give experience, references and salary expected in handwritng. H. W. Bickle Co., Niagara Falls.

WANTED SALESMAN WHO ABSOLUTELY knows how to sell paint. Must have at least 3 years' exclusive retail paint experience. A big thing for the right man. Mills Hardware Co., Hamilton.

WANTED—A RETAIL HARDWARE SALESman who can write show cards and dress show windows exclusively, but must prove to us that he is almost semi-professional. Big opportunity for the right man. Mills Hardware Co., Hamilton.

WANTED — HARDWARE CLERK, 4 OR 5 years' experience. Must be good stock keeper and salesman. State experience and salary to Box 59, Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

EXPERIENCED HARDWARE MAN IS DESIRous of locating position in Western Ontario, thoroughly conversant with all lines for over nine years and capable of taking charge of store, doing advertising and window decorating. Best of references. Services available March 7. Box 93, Hardware and Metal.

STORE MANAGER — TWELVE YEARS' EXperience with one firm, desires change. First-class references. Box 33, Hardware and Metal.

EXPERIENCED HARDWARE SALESMAN, with thorough business training, desires a position either inside or on the road. Apply Box 66, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, single, seven years' retail experience, desires change of position by April 1. Steady and not afraid of work. State particulars and salary. Box 84, Hardware and Metal.

EXPERIENCED HARDWARE SALESMAN seeks position. Retail and wholesale experience. Box 31, Hardware and Metal.

WANTED — POSITION AS SALESMAN, 20 years old, four years' hardware experience. Open for engagement. Box 10, Hardware and Metal.

ENERGETIC SALESMAN WITH TEN YEARS' experience, married, desires position at once. Please state salary and particulars. Box 149, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, 23 years old, single, nine years' thorough experience, seeks position with progressive Western or Ontario firm. Box 44, Hardware and Metal.

OPPORTUNITIES ARE OFFERED
EVERY WEEK ON
THIS PAGE

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.
Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

SNOWSHOES

Sole Distributers of the
GENUINE SALMON & SON SNOWSHOES

A. E. McGREGOR & CO.
Huntsville, Ontario

WANTED

REQUIRE EIGHT-FOOT CORNICE BRAKE IN good condition. Reply stating price and particulars to A. L. Charlebois, Saskatoon, Sask.

WANTED—GOOD RETAIL HARDWARE BUSIness, Western Ontario. Give full particulars. Box 14, Hardware and Metal.

HARDWARE BUSINESS IN ONTARIO TOWN, with about eight thousand dollar stock. Box 28, Hardware and Metal.

FOR SALE

FOR SALE — SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Hardware Business
FOR SALE

in city of about 28,000 pop. Stock about $24,000. Turnover about $65,000. Building, two storey fitted with the latest Hardware Fixtures. This is a chance to buy one of the best businesses in Ontario in a good live city with a payroll of about $600,000 per month. Address care of Hardware and Metal, Box No. 71.

OLD ESTABLISHED SHELF AND HEAVY HARDWARE BUSINESS FOR SALE

In best town in New Ontario. Stock reduced to $13,000.00 and fixtures about $1,000.00. Established Thirty-One Years. Reason for selling advancing years and ill health of Mr. James Purvis. Premises very commodious and can be rented or bought. Apply to

PURVIS BROS., LIMITED
P. O. Box 1288, Sudbury, Ont.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

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Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.





POULTRY LEG BANDS.
EAR TAGS AND BUTTONS
FOR STOCK



Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

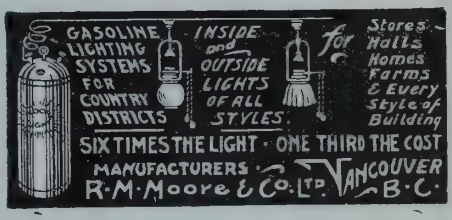


Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.



Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal





Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

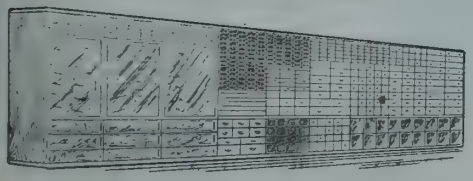
PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.
884 Davenport Road TORONTO, CAN.

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron
Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd.... 30
Allcock, Laight & Westwood.. 27
Ashdown Hardware Co., J. H... 81
Arnett, Thos. Lewis 82

B

Banweil-Hoxie Wire Fence Co.. 8
Barrett Co., Ltd. 71
Barnett Co., Ltd., G. & H..... 77
Brett Co., The 82
Brown, Wm. J. 30
Bowser & Co., Ltd., S. F..... 23
Birmingham Small Arms Co., Ltd. 10
Brown, A. G. & A. L. 82
Brown & Sharpe, Ltd. .....
Inside back cover
Burlington Windsor Blanket Co. 25

C

Cameron & Co. 95
Can. Decalcomania Co., Ltd... 94
Canada Metal Co.....25, 69, 83
Can. National Carbon Co..... 73
Canada Steel Goods Co., The.. 3
Can. Wire & Iron Goods Co... 83
Canada Die Casting Co. 95
Can. Tube & Steel Products.. 24
Can. Westinghouse Co., Ltd. ... 7
Caverhill, Learmont & Co. 32
Can. Foundries & Forg. Co., Ltd 11
Channell Chemical Co. .....
Inside front cover
Chicago Spring Butt Co. 26
Clayton & Lambert Mfg. Co. .. 30
Cleveland Stone Co. 69
Clemson Bros., Inc. 26
Coghlin Co., Ltd., B. J. 89
Crookes & Sons, John 30

D

Davidson Mfg. Co., Ltd., The.. 20
Diamond Saw & Stamp. Wks... 95
Dom. Sheet Metal Corp. 75
Dom. Iron & Steel Co. 18
Dominion Tack and Nail Co. .. 28
Doon Twines, Ltd. 95
Dougall Varnish Co. 63

E

Eddy Co., E. B. 15
Empire Brass Mfg. Co. 13
Ellis & Sons, Fred 22

F

Fittings, Limited 29
Flexible Shaft Co., Ltd. 9

G

Guelph Spring & Axle Co..... 95
Gutta Percha & Rubber, Ltd. . 6
Gendron Mfg. Co. 29
Glidden Co., The 57
Graham Nail Works 89

H

Hamilton Stamp & Stencil Works, Ltd. 95
Hamilton Stove & Heater Co... 16
Hobbs Mfg. Co. 77
Howland, Sons & Co., H. S.... 1
Hutton & Co., James 30

I

Ingersoll File Co. 16
Imperial Oil, Ltd. 12

J

Jennings Mfg. Co., Russell ... 95
Johnson, Edward E. 69

L

Laidlaw Bale & Tie Co. 24
Lamplough & Co., F. W. 31
Landers, Frary & Clark 2
London Gas Power Co. 28
London Bolt & Hinge Co. 30
London Rolling Mill Co. 25
Lufkin Rule Co. of Can., Ltd. . 96

M

McDougall Co., R. 24
Manning, Hinton & Brissenden 95
Martin & Co., L. 83
Manitoba Steel & Iron Co. ... 82
Maxwells Limited 26
Mayhew Steel Products, Inc. ... 27
Mica Co. of Canada, Ltd. 30
Miller Bros., Ltd. 31
Moore & Co., R. M. 95
Morrison Brass Co., James ... 21
Myers & Bro., F. E. 25

N

National Stamp. & Elec. Wks... 83
Nagle & Co., H. 31
Nagle Mercantile Agency 94
Nicholson File Co. 19
North Bros. Mfg. Co. 19
Niagara Metal Stamp. Corp... 24
Nova Scotia Steel & Coal Co... 25

O

Oakey & Sons, John 30
O-Rib-O Mfg. Co. 82
Owen Sound Wire Fence 95
Ottawa Paint Works 61
Oneida Community.....Back cover

P

Parmenter, Bulloch & Co. ... 28
Pink Co., Thos. 26
Plymouth Cordage Co. 4
Progressive Mfg. Co. 89
Patridge, F. E. Rubber Co... 67

R

Renfrew Electric Prod., Ltd. .. 34
Ramsay & Son, A. 61
Reed & Co., Geo. W. 83
Russell Jennings Mfg. Co. 95
Rideau Specialty Co. 95
Rogers Mfg. Co., Wm. 5
Rock Island Mfg. Co. 29

S

Sanderson Pearcy & Co. 59
Sherwins-Williams.....Front cover
Shurly Co., T. F. 28
Simms & Co., T. S. 14
Starrett Co., L. S. 17
Standard Paint Co., Ltd. 65
Stephens & Co., G. F. 79
Steel Trough & Machine Co.... 22
Still Mfg. Co., J. H. 23
Sterling Twine Co. 83
Sturgeons, Limited 29

T

Taylor-Forbes Co., Ltd. 14
Toronto Plate Glass Imp. Co... 77
Toronto Lock Mfg. Co. 22
Toronto Foundry Co., Ltd. 95
Trees & Co., Samuel 21

U

Union Iron & Metal Co. 27

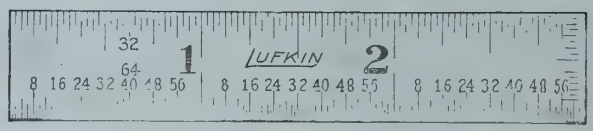
V

Vol-Peek Mfg. Co. 31

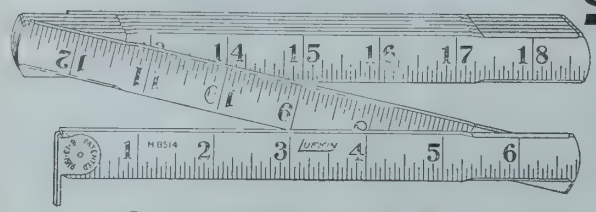
W

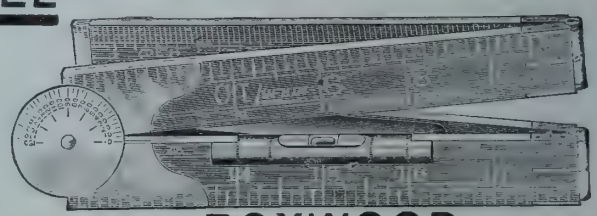
Want Ad. Page..... 94
Warren Tool & Forge Co., Ltd. 31
Wentworth Mfg. Co. 89
Western Wire & Nail Co. 83
Wausau Abrasives Company .. 95
Woods Mfg. Co. 18
Woods & Co., Walter 31
Wrought Washer Mfg. Co. 28
Wilckes-Martin-Wilckes Co. ... 95
Wiebusch & Hilger, Ltd. 20
Wilkinson & Kompass 29
Wright & Co., E. T. 23

LUFKIN RULES



STEEL





SPRING JOINT

BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.

APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber — *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

BROWN & SHARPE TOOLS

B·S

Standing as a protector of the interests of the manufacturer, the mechanic and the future customer, the inspector daily stakes his reputation on the accuracy of his tools.

If most inspectors prefer Brown & Sharpe Tools, that fact should carry an emphatic message to you. STOCK

BROWN & SHARPE TOOLS

Tools that satisfy the inspector will meet the requirements of the most critical customers from then on.

And we protect the dealer.

BROWN & SHARPE MFG. CO.

Providence, R.I., U.S.A.



COMMUNITY PLATE



Presenting the GROSVENOR—a new design in COMMUNITY PLATE. Created in the finer mood of those great masters of Period design—*the Brothers Adam*—a fresh, spirited and charming interpretation of the vogue for rich simplicity in tableware.

Hardware and Metal

Vol. XXXIII. No. 12. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MARCH 19th, 1921





In Thousands of Well-Ordered Homes

The familiar O-Cedar bottle is regarded as an essential to the perfect expression of the housekeeper's instinct for cleanliness and polished surfaces.

Women who are really particular about the polish that is to beautify their furniture and the Mop that is to polish their floors, have stopped looking for anything cheaper than O-Cedar. They have found that **true economy** is best served by using the polish that unfailingly "cleans as it polishes" and that **cannot do injury** to any wood surface.

Dealers who cater to these particular women are naturally "playing up" the O-Cedar products in conformity with this marked preference on the part of their customers.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

'RICE LEWIS' NEWS



We carry a complete showing of Pyrex Ovenware in plain and cut with or without silver mountings.

Community Plate

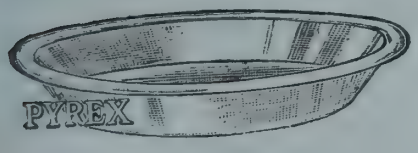
Our stock consists of the "Adam," "Patrician" and "Sheraton" patterns in flatware.

Rogers 1847

Four patterns, "Old Colony," "Cromwell," Continental" and "Tipped," in a full range of knives, forks and spoons.

Cutlery

We carry a fine showing of cutlery of various grades and styles, ranging from low-priced pocket knives to the most elaborate carving sets.



---everyday household lines

The day of the "tacks-and-nails" hardware store is fast dying out and giving place to the household store, the family store.

At one time, and not so long ago, it was not uncommon to hear the remark, "only a hardware store—tacks and nails, hammers and saws and so on!" But to-day the hardware store is the people's store — the household store where mother, father, sister or brother can go and be well served with hundreds of lines of everyday use around the home, for work or play.

We pride ourselves in the completeness of our stocks in everyday household lines. *If you have a need, ask the "Rice Lewis" Man or write direct.*

Rice Lewis & Son, Limited

VICTORIA ST.

TORONTO

If interested tear out this page and place with letters to be answered.

UNIVERSAL

"The Trade Mark Known In Every Home"

ALUMINUM WARE



Big Sales Grow Where Little Ones Sprout

WATCH a man peel an apple and you'll want a bite. Show any discerning woman Universal Aluminum Ware and you'll make instant appeal to her better judgment. She'll want it. She'll buy it. There are a dozen reasons why she will. And the first twelve are—QUALITY. Big sales grow where little ones sprout because Universal Aluminum Ware is not thin as tin and easily worn out.

Extra thickness without added weight. Curved surfaces,—rounded corners,—tightly-rolled, non-bending rims,—cool bails, doubly-braced handles—all the features that make for practical service and lasting quality are generously supplied.

Selling "Universal" isn't an adventure in darkness along disguised pitfalls. It is clean, sure, sound and profitable business.

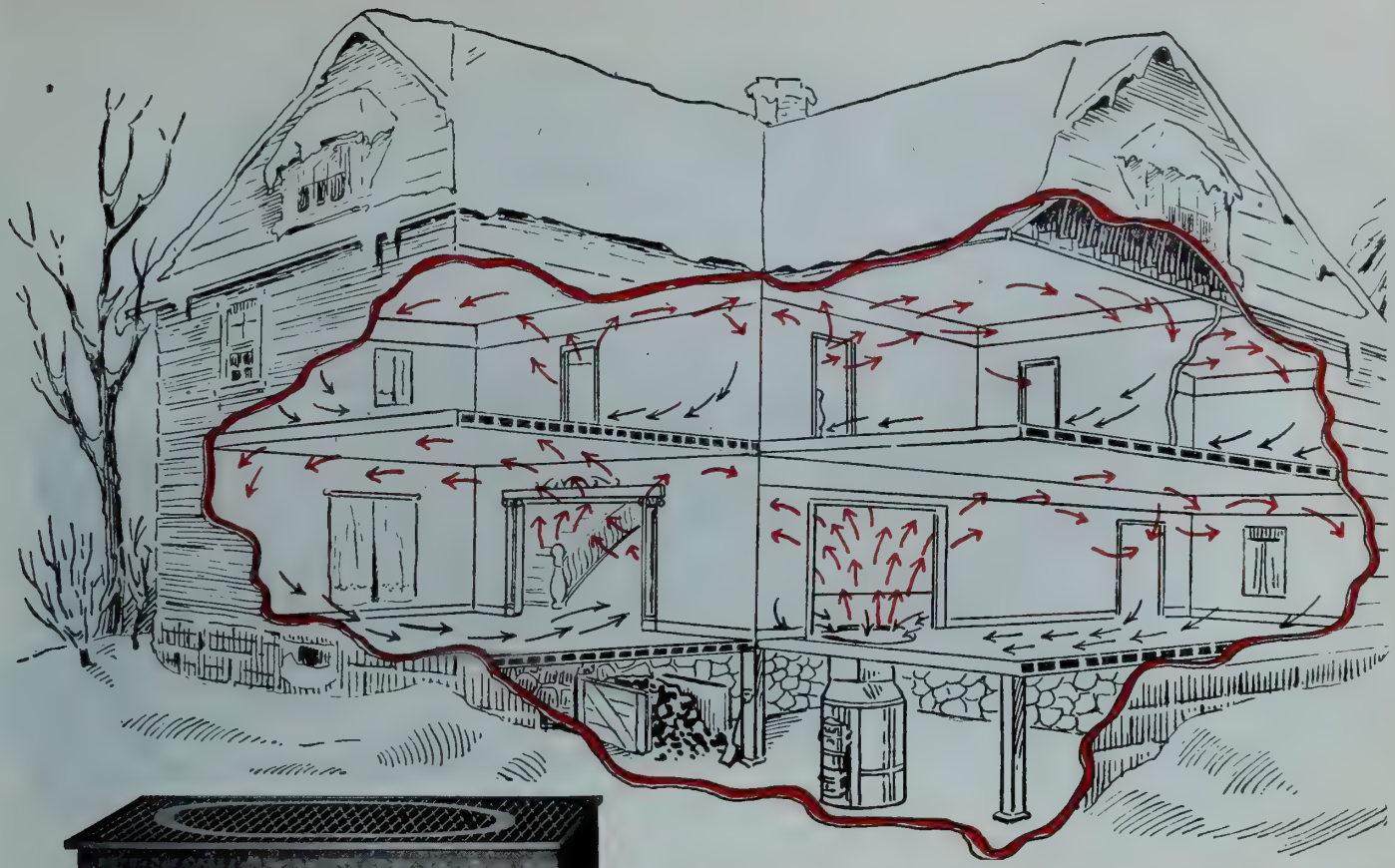
Write for Free Advertising and Sales Aids.

Canadian Representatives:
Montreal A. MacFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



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THE "NEW IDEA" PIPELESS FURNACE

Presents a golden opportunity for live dealers to make money

We are going to appoint one exclusive dealer in each town and city to handle the "New Idea" Pipeless Furnace and we are going to back those dealers up with advertising in newspapers and farm papers that will create a big consumer demand. Now is the time for you to investigate this wonderful pipeless heating plant.

The "New Idea" Pipeless Furnace is easy to instal—prevents tearing up floors and walls—uses little fuel and will last a life time.

Descriptive pamphlet sent upon request. Write for it to-day—it means real money for you.

The Hamilton Stove & Heater Co., Limited

Successors to

The Gurney, Tilden Company, Limited

Hamilton, Ontario

Winnipeg, Man. **Vancouver, B.C.**

Seventy-five years successful manufacturing



The Large Modern Plant of the C. S. G. Co.

1921 Holds Great

The trade press, the optimism expressed at various conventions throughout the Dominion, the speeches of noted economists, and many other trustworthy indications, forecast a normal, stable condition of good business for the hardware market in 1921. Not only this, but convincing facts have been put forward to show that it is a year which will handsomely reward the effort invested. Commercial men may be expected to reap a profitable harvest pretty much in proportion to the way they sow. It is, therefore, a time for planning ahead, for selecting the stocks of established goods that are readily accepted and sell with the most economical use of your time. C. S. G. products have already proved themselves in this regard. In handling them you have a tried and trusted support.

Canada Steel Goods

Hamilton



THE HATCH GARAGE DOOR OUTFIT

The Best Known and Most Practical of all Garage Equipment

If interested tear out this page and place with letters to be answered.

The Universal Garage Door Set

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Packed to reduce selling cost by saving selling time in the handling.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6-inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case. Ask for prices.

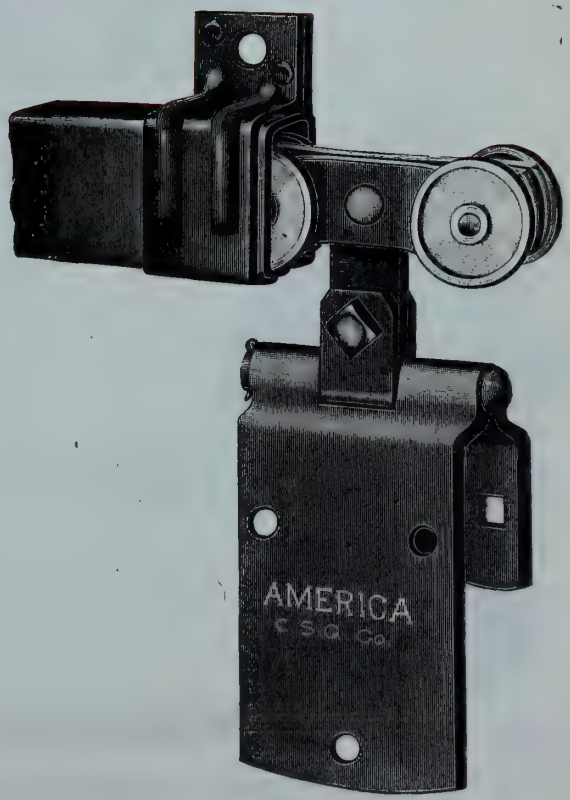




Promise for Hardware

The merchant who stocks, displays and sells the dependable, salable products of the Canada Steel Goods Company, Limited, will be sowing good seed in fertile ground. Take Garage Door Sets, for instance: Prominent men in the motor car industry are showing that, although the public believed that the market was overstocked with motor cars, there is actually on hand only a supply about equal to one month's production. As to Hangers and Builders' Hardware: City architects report an increase in the issue of building permits, and in the larger representative Canadian cities the building contemplated exceeds previous years.

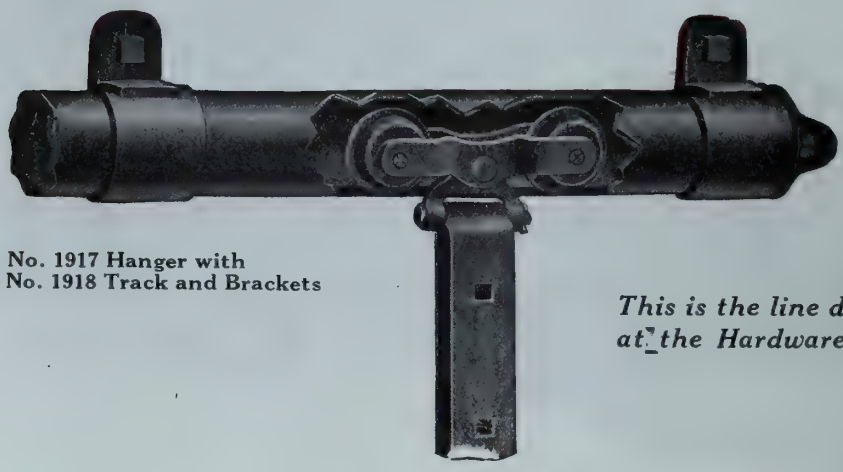
1921 is going to be a good year for hardware—suppose you write us for prices and information about your needs.



Company, Limited

Canada

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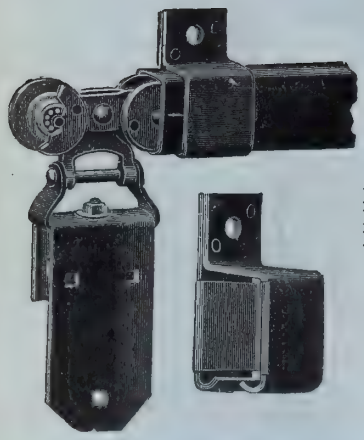
No. 1917 Hanger with
No. 1918 Track and Brackets

This is the line demonstrated at the Hardware Convention

Round and Square

Are you displaying your Slater Hangers? The need for hangers is going to be strongly felt as the supply of building gains on the demand. Already there are very favorable indications in the large total money-value for building permits issued.

This exceptionally fine line of Slater Hangers, of which a few are shown here, has merits and selling points that definitely increase sales for hardware merchants. Be sure you have them well displayed. They draw favorable attention and bring about many profitable sales for you.



No. 1914 Hanger with
No. 1915 Track and
Brackets

N. Slater &

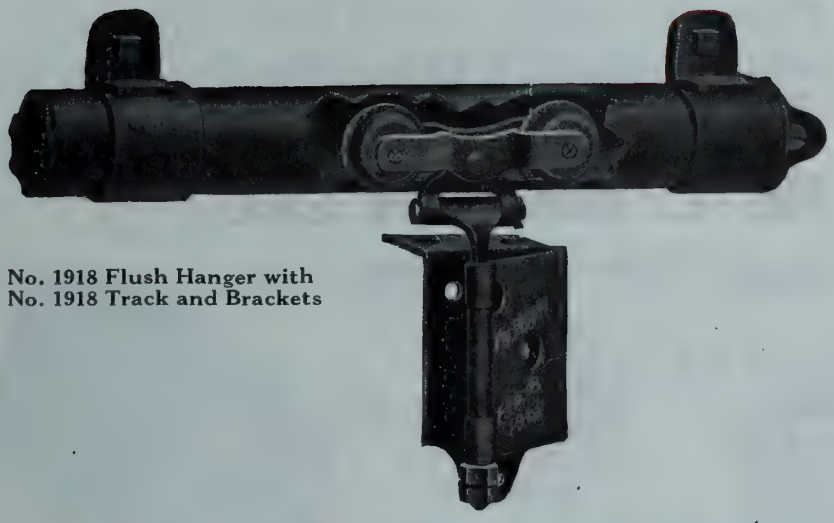
Hamilton,

Successors to Slater

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto

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No. 1918 Flush Hanger with
No. 1918 Track and Brackets

Trolley Hangers

This remarkably efficient type of track is the only self-cleaning track on the market. It will not hold dust or water. The trolley is easy-running and never impeded by snow or ice.

The No. 1917 Hangers are packed ½ or 1 dozen pairs in wooden case. 1918 Track is supplied in 3 ft. lengths only. Packed in 48 and 60-ft. crates.

The Square Trolley Hangers operate easily as shown in the illustrations. Both these hangers are for use in the 1915 Track. This track is square in section, yet it affords the famous special feature—the Round Running Bed. These reliable hangers have high-grade steel, roller bearings and pressed steel wheels. Ask for catalogue.



No. 1922 Single Track
Square Trolley Hanger

Company, Limited

Canada

& Barnard, Limited

A. T. Chambers, Vancouver, B.C.
H. E. O. Bull, Montreal, Que.

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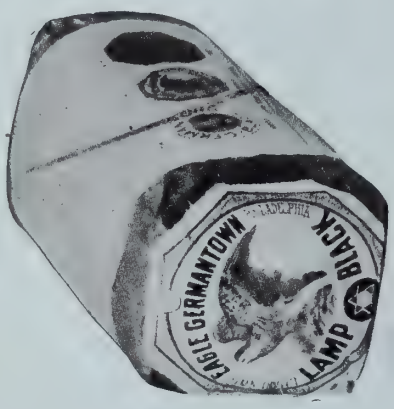
Are You on Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.

This Seal on Every Package





1849 - 1921

Is Your Guarantee



WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Seventy-two Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-two Years' Reputation behind each Package will help Your sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

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Johnsonburgh, Pa.

Office: 81 Fulton Street, New York

London, England

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22 St. Francis Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG, MAN.
P. A. C. McIntyre
1206 McArthur Bldg.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and Machine Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

THE GENDRON MFG. CO., LIMITED



Makers of a line of Goods that are always in demand



Baby Carriages

Strollers

Go-Carts

Reed Furniture

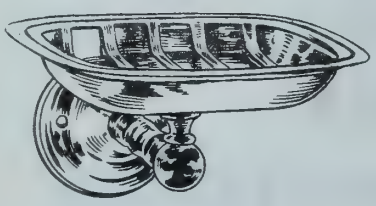
Cradles

Invalid Chairs

Express Wagons

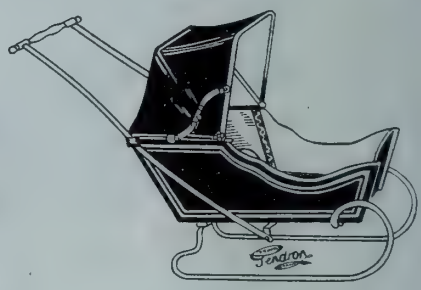
Doll Cabs

Bathroom Fittings













Have you the goods on your floor ?

Best that you write us and receive catalogues.

THE GENDRON MFG. CO.

LIMITED

TORONTO, CANADA

If interested tear out this page and place with letters to be answered.

You Can Satisfy the "Show Me" Woman

About every third woman is the "show me" type! She must be shown *why* every time.

She is a hard woman to satisfy. But once satisfied, she'll stand by her decision through thick and thin. If she declares an article she has bought is all right, she'll preach to everybody within earshot that there is no better article on the market, here or anywhere else!

You can satisfy the "show me" women. You can turn her into a business-getter for your store. Get her interested in SMP household sheet metal ware.

SMP wares will please and satisfy her. She'll find in them the quality she insists upon. The way they are made—their pleasing appearance—and the way they stand up under constant service will satisfy her completely.

SMP *Pearl Ware:* The ware of genuine merit. Pearl gray inside and out. Universally popular throughout Canada. Wears exceedingly well and sells at a price and speed that means good progress and quick turnover.

SMP *Diamond Ware:* "Particular" housewives always choose Diamond Ware. It looks so smart in the kitchen. Alice blue and white outside—snowy white inside. All covers the same, except as shown in catalogue. Bail handles are fitted with varnished hardwood grips. A quick seller and makes a fine window display.

SMP *White Ware:* Snowy-white inside and out. Light blue edge on rims. All bails have black enameled hardwood grips. This beautiful ware has the finish of good crockery without the breakage.

SMP *Hot Galvanized Ware:* Every article in the line made strong enough to easily stand up under the hardest wear and tear. The rust-proof, leak-proof ware that is galvanized *after* the article is made, not before. A most complete line that is creating bigger trade for dealers all over the Dominion.

Beacon Lanterns: The lanterns that are guaranteed not to flicker or go out in any wind. The standard of excellence in Canadian lanterns. The lantern that was designed to fit strenuous Canadian weather. A splendid line that every dealer in Canada should stock.

SMP *Hot Blast Stoves and Heaters:* Hot Blast Stoves give a quick hot flame, are absolutely safe and can be instantly extinguished. Thousands sold every year. Sales increasing very fast.

Hot Blast Oil Heaters are recognized as the simplest yet most efficient heaters made. Blue enamel tops and chimneys, black Japanned founts, nickel-plated Alaska handles make it a smart looking heater. A great seller on which great numbers of dealers are making fine profits.

Other SMP lines include *Stamped Ware, Aluminum Ware, Dairy Pails, etc.; Sheet Iron and Steel Ware, Japanned Ware, Tinners' Trimmings, Milk Can Trimmings, Milk Cans, Pieced Tinware, Stove Pipes, and Elbows, Coal Hods and Stove Boards, Copper and Nickel-Plated Ware, Oilers and Embossed Ware, Eave Trough and Metals.*

Shipments Made Promptly.

SMP "QUALITY"

The Sheet Metal Products Co. of Canada Limited

Montreal TORONTO Winnipeg

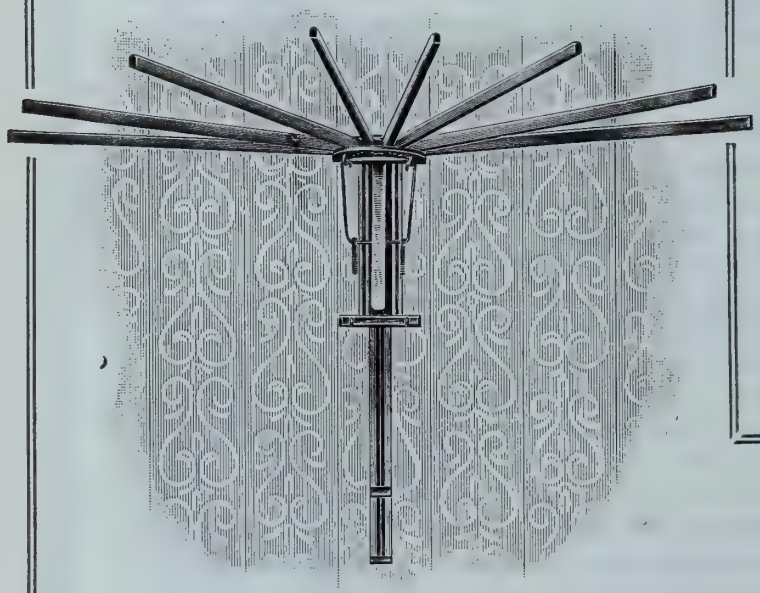
Vancouver

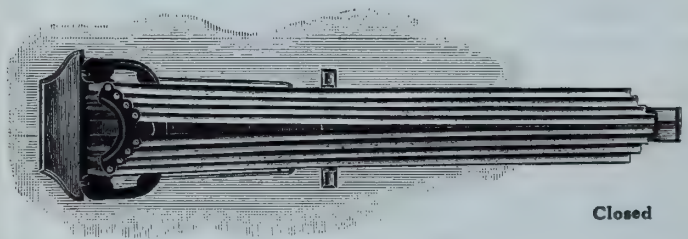
SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

Manufacturers of: "Brantford Sectional Buildings," comprising—Stores, Residences, Church and Mission Buildings, Schools, Workmen's Homes, Summer Cottages, Bank Buildings, Fresh Air Cottages, Garages, Knoll Washers, Wheel Barrows, Toys and Wooden Specialties, etc.







Closed

More than two hundred thousand (200,000) Knoll Washers have been sold. There are Knoll users in every corner of the globe.

Labor Saving

Bread Board

The wide groove around the edge catches all the crumbs. This alone makes it the best board for cutting bread on.

It is turned from a single piece of one-inch, nice, clear maple, birch or basswood, and will not split or break. Diameter, 10¾ inches. Weight, 1½ lbs.

Elevating Clothes Bar

Necessary in every kitchen. It occupies no floor space and when not in use drops down out of the way. The bars slide up and down on the wall rod so that they can be elevated to the desired distance. It saves reaching up to hand the clothes as the bars can be filled when extended open in lower position, and then can be pushed up out of the way. Strength is a predominating feature.

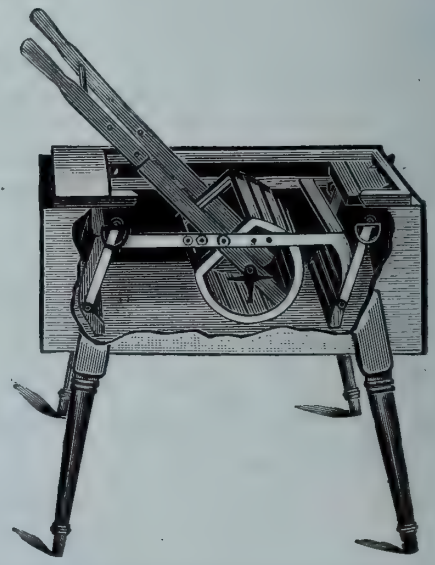
Knoll Washer

There are no dissatisfied Knoll users. Knoll Washers sell on their own merit as a service built machine. Combines all of the principles of the best power machines on the market with only a fraction of the cost.

Delighted users recommend them to their friends because they wash faster, better and easier than any other machine, with absolutely no wear or tear on the clothes and without injury to the finest fabrics. A paying line for the hardware dealer.

Schultz Brothers

BRANTFORD



If interested tear out this page and place with letters to be answered.

Devices for the Home

The Schultz line of Novelties has been on the market for many years and has **sold in enormous quantities by reason of merit and worth.**

We receive many unsolicited testimonials from all parts of the Dominion, speaking of the excellent quality of these goods.

Becker's Ironing Board

This is, without doubt, the most convenient and solid Ironing Board made. Scientifically constructed with due consideration for the Laws of Mechanics and the proper placing of loads, fulcrums and levers. It is appreciated by the thousands of housewives who already have one and find their ironing twice as easy because the board is so easy to handle.

Folding Clothes Bar

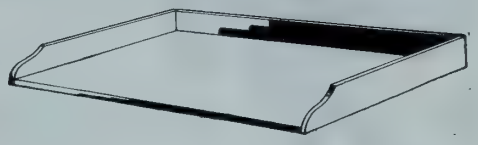
This is the handiest contrivance for drying clothes ever invented. Using but little space, it affords over 40 feet of line room. Is also adjustable to various positions and will stand in position A. Size closed, 28¼ x 21 x 8½ inches. Weight 12 pounds.

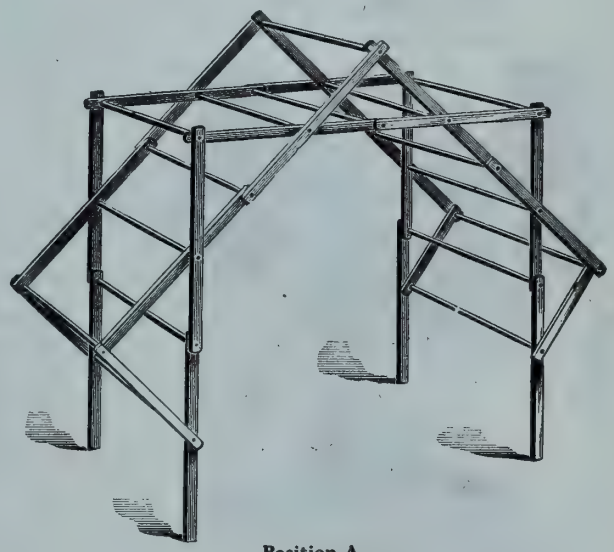
Pastry Board

Every good housewife will appreciate this handy board for baking days. It saves time and keeps the kitchen neat. These boards are made of clear ½-inch Basswood or Whitewood, which woods are odorless.

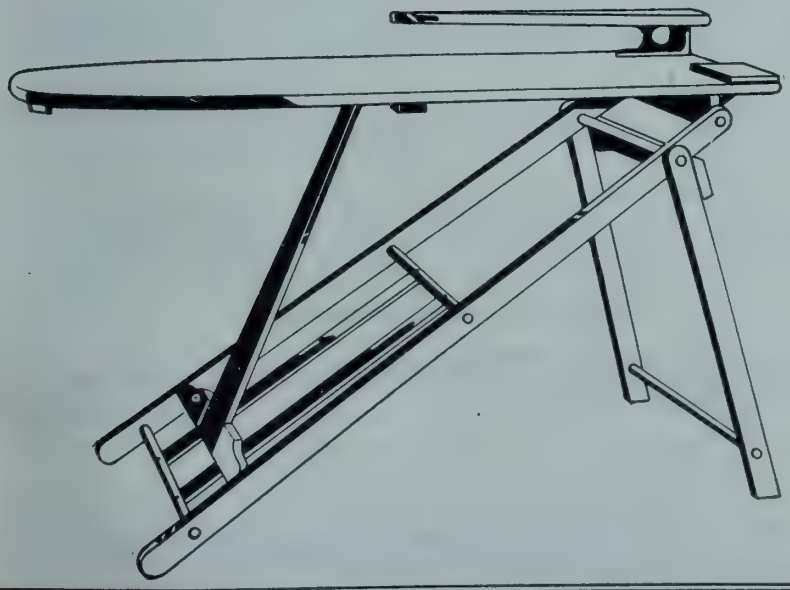
Inside size of board, 27 in. x 18 in.
Weight, 5 lbs. Height of sides, 2½ in.
Shipped one-half dozen in a crate.
Weight crated, 33 lbs.

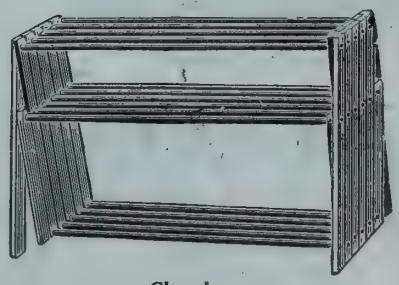
Company, Limited
CANADA





Position A
Standing on floor ready for use



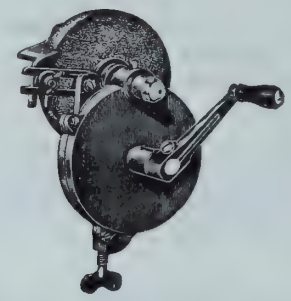


Closed up

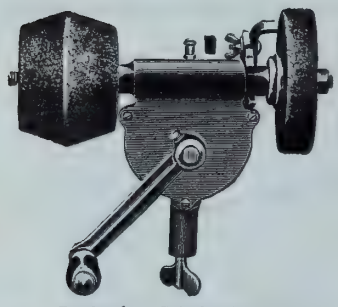
Write for Catalogue and literature of the money-making line.

If interested tear out this page and place with letters to be answered.

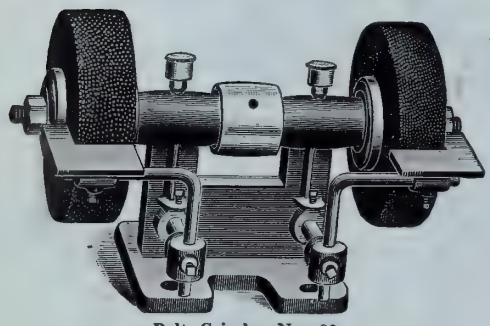
STAR SPECIALTY MANUFACTURING CO. STAR SPECIALTY MANUFACTURING CO.



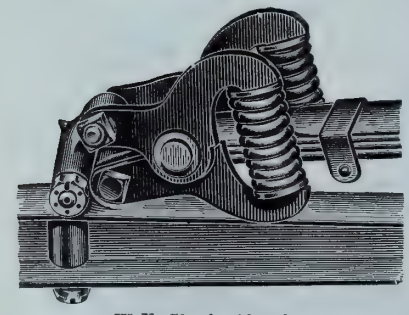
Series 19-27



Perfection Grinder No. 31



Belt Grinder No. 80



W-X Shock Absorber



Open.

Luggage Carrier



Closed.

Perfection Grinders

Perfection Grinder Series 19 to 27 comprises a line of staple sellers. They are made of first-class material, with accurately cut gears, nicely finished, and in every respect an all 'round household and tool grinding machine.

Perfection Grinder No. 31 is a worm gear, ball bearing Sickle and Tool Grinder, made especially for grinding sickle knives. It is fitted with holding attachments for the sickle bar. It is attached to a bench or mower wheel. The sickle wheel is 4½ inches in diameter at the largest part. Tool wheel 5 x 1. It is dustless and provided with convenient oil cups.

Perfection Belt Drive Grinder No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6 x 1¼ x 1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used). Frame is 7 inches high. Arbor 13 inches long. Pulley 3 x 2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.

Automotive Devices

Star W-X Shock Absorber for Ford Cars is simple and easy to attach without extra tools. Installed by merely removing shackles and placing the W-X in its place.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Star Adjustable Luggage Carrier made entirely of steel and unbreakable; it is attached to the running board by three convenient thumb-screws. When not in use it occupies but a small space. It is adjustable from 10 inches to 50 inches. The cut shows some articles it is useful for, but it has so many useful applications that it would be difficult to enumerate them.

For instance:

How many things could a farmer carry, with one on each side of his car?

How would it be for "cash and carry" shopping?

How about trips this summer and fall? Ask your customers and make sales!

Write for complete catalogues.

Star Specialty Manufacturing Company
227-233 West Erie Street Chicago, Illinois

Canadian Representative: **T. Mortimer & Co., 64 Wellington Street West, Toronto, Ont.**

STAR SPECIALTY MANUFACTURING CO. STAR SPECIALTY MANUFACTURING CO.

If interested tear out this page and place with letters to be answered.



Story for Week Dated March 19th, 1921 Being No. 49 in the Series

An E. B. Eddy Company Invention Based on a Bell and Wedding Bells

WHEN the pulp for the board that makes packing cases for the Eddy products reaches the "Wet Machine" it is rolled out into sheets. A big roller gathers around it sheet after sheet of the gray board, binding them closely together to make the board strong and thick. At the side of the machine there is an incandescent electric light which flashes up with a red glow whenever the desired thickness of board has been reached.

This electric light tell-tale is the invention of a young member of the Eddy Company staff, the son of one of the late E. B. Eddy's own employees, and a man who has been brought up from boyhood with the Eddy plant. He invented the electric tell-tale light soon after his wedding. Why?

Because before the light was used for this, the thickness of the boards was announced by the ringing of a bell. The bell had a habit of getting out of order, and it was the duty of the young benedict to repair it and adjust it accurately whenever it went wrong, whether by day or by night.

Before he got married he used to get up and fix that bell at two a.m. and whistle over the job. But after his wedding somehow that midnight summons to mend the bell began to get on his nerves. So he invented the system of warning the watcher of the "Wet Machine" that the board was the right thickness by means of a light instead of a bell.

The light has not proved a "Light That Failed"; the Eddy Company board comes out the correct thickness every time, and the young benedict is no longer disturbed in the wee small hours. You see there's often a little romance behind an invention.



Eddy's Products





The Price of Glass is Low—Order Now!

For several reasons, this is a good time to "lay in" glass. The low price is one, the many favorable indications of building activity this year, including the reduced cost of certain other building materials, such as lumber, is another.

You will, naturally, want to be prepared for the business that comes to you when building begins in the spring. By sorting up your stock and being prepared you will enjoy the advantage of closing even the earliest orders in this line.

We are prepared to give you prompt, courteous attention and quick shipments of all kinds of glass; to co-operate with you in every way that we can.

Sort up on glass; estimate your probable needs for the future and make sure, by ordering now, that you lose no business because of shortage of stock.

We handle glass of practically every kind that you will need to close all your sales: Window glass, plate, figured, mirror glass, stained, wire bent and ornamental glass. Let us supply you with prices and quotations.

Toronto Plate Glass Importing Company, Limited

Don Roadway **Toronto, Canada**

If interested tear out this page and place with letters to be answered.

Malleable and Cast Iron Pipe Fittings

A Complete Line

Your reputation depends on the quality and service that your goods give to your customers. We have a reputation based on the popularity of our products from coast to coast. Stock and sell our Cast and Malleable Iron Goods and your reputation is assured. The high quality of our lines makes selling easy. We make a complete and full line of both flanged and threaded fittings from ⅛-inch up, and can make deliveries from stock, both standard and extra heavy.

When ordering from your jobber be sure you buy—"the brand that has the quality." They are different. A trial order will convince you.

Cast Iron Fittings

With this brand, mean fittings made with iron of high tensile strength—proper proportions and correct tappings.

Malleable Fittings

With this brand, mean fittings made of Air Furnace Refined Iron, reamed and tapped to gauge with perfect threads.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

"Made in Canada"

If interested tear out this page and place with letters to be answered.

The Taylor-Forbes Company Limited Spring Suggestion

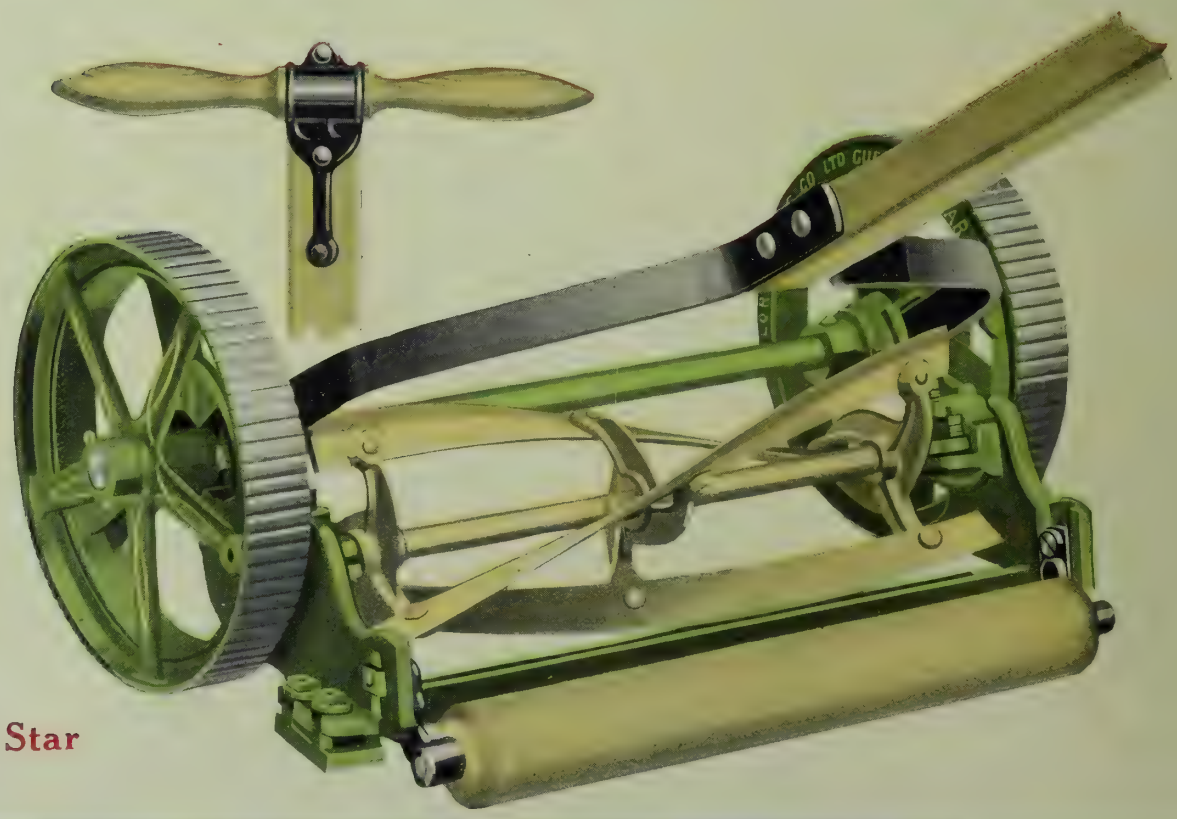
Most Complete Line of Mowers in Canada

By selling Taylor-Forbes Mowers you benefit by the old established standing of their product and line and by the completeness of the assortment you are enabled to turn all inquiries into orders.

The incomparable "Empress" fills one need; the medium-priced "Star" another; "Woodyatt" has no rival in a plain bearing mower; "Adanac" will last longer, and do more work than other mowers; "Daisy" meets a demand for low-priced machines; "Ontario" suitably fills other well-defined needs.

"Star" has:
Drive wheels, 9 in.
Gears or pinions, direct drive.
Cylinder of specially treated Sheffield steel.
Cylinder, 5½ in. diameter.
Cylinder blades, 3 or 4 knives, as required, of the best steel.
Adjustment: cylinder to lower knife-bar blade by set-screws at each end.

Taylor-Forbes Company, Limited, Guelph, Canada



Star

If interested tear out this page and place with letters to be answered.

The Taylor-Forbes Company Limited Spring Suggestion

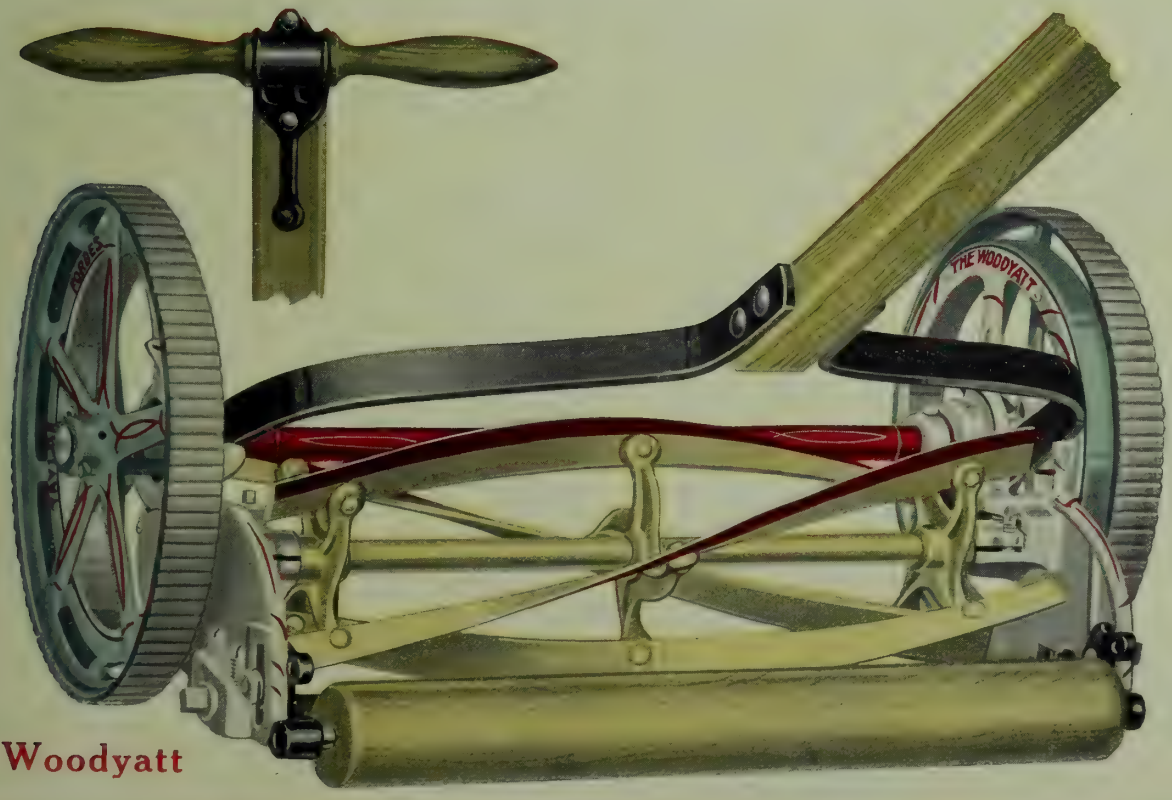
Stoutly Backed by Fifty Years of Experience

In selling Taylor-Forbes Mowers the merchant benefits by mechanical excellence. Long experience and the adoption of every improvement in manufacturing progress, supply Taylor-Forbes Mowers with convincing selling points. Smooth-running trains of gears make cutting easy; the enclosed gears are protected from dirt and wet; thoughtful design assures accessible oil-holes, easy, simple adjustments, and other similar advantages. The alert merchant will capitalize Taylor-Forbes experience and its resultant mechanical excellence in the mowers.

Mechanical excellence in "Woodyatt" includes:

Drive wheels, 10½ in. in diameter.
Gears, direct drive.
Cylinder of specially treated Sheffield steel.
Cylinder, 5½ in. diameter.
Cylinder blades, 4 or 5 knives as required.
Adjustment: cylinder to lower knife-bar blade by set-screws at each end.
Made with grass-catcher attachment.

Taylor-Forbes Company, Limited, Guelph, Canada



Woodyatt

If interested tear out this page and place with letters to be answered.



Where Decalcomania Transfer Name Plates Are Made

YOU know that your goods are reliable, sound, and give satisfaction to the consumer. If you are a manufacturer you want the good-will to be reflected to your goods; you want the consumer to insist on your product at the time of his next purchase.

If you are a distributor you want the satisfaction to be traced back to you when it comes to re-orders.

The trade-mark brings these results, and there is no better way of marking metal or wood than with Decalcomania Transfer Name Plates. They cost less than celluloid or metal markers; they are made and sold in Canada for less than the imported goods; they are easily and quickly applied and cannot be removed without showing intent. Your product is safeguarded. We also manufacture Window Transfer Signs, Wood Panel Signs, and Advertising Display Fixtures.

Fully guaranteed and promptly delivered.

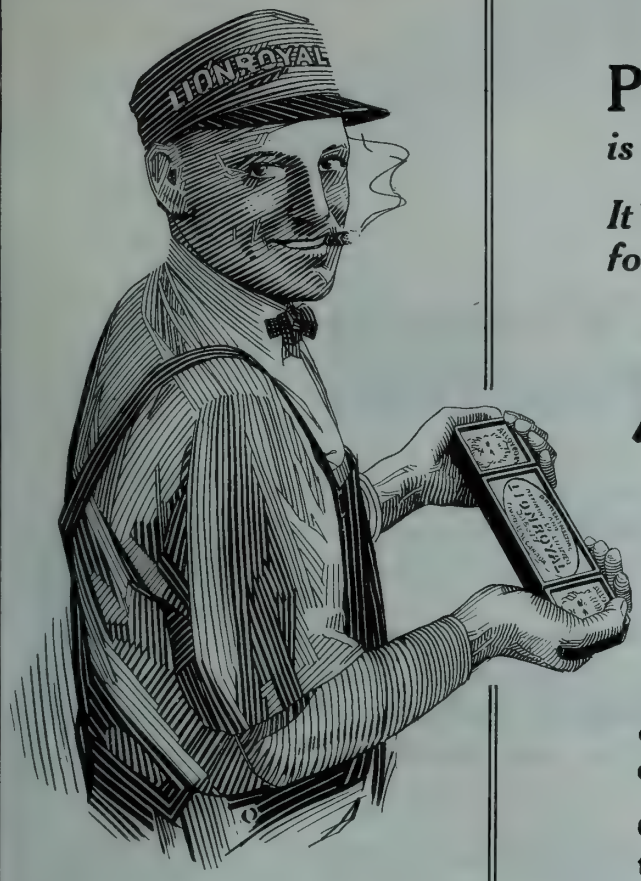
Let our Art Department submit sketches and estimates free.

Canada Decalcomania Co., Limited

Factory and Offices:

505-511 KING ST. EAST **TORONTO**

If interested tear out this page and place with letters to be answered.



The Machinist

is the man
who uses the Babbitt.

He is not a dreamer,
but a practical worker.

Sell him Babbitt
on logical selling points.

He deals in hard
facts and tests them
in actual service.

His pride in his work
makes him
hard to please.

He is the man
for whom we make

Lionroyal

PRIDE OF PRODUCT

is back of our unqualified guarantee.

It is the reason
for the success of

Lionroyal

the BABBITT you can rely on

IT IS NATURAL TO BE PROUD of work well done—we're justly proud of every bar of Lionroyal.

ONE THOUSAND shops commenced to use Stanley Process Alloys in Canada during 1920. *This does not include at least another thousand who bought through our dealers.*

THEY BOUGHT on the definite guarantee of better and longer service and they got both.

WE GUARANTEED:

Longer wear per bearing:—The smooth unity of hard and tough ingredients in LIONROYAL evenly spreads the wear, thus eliminating hard spots, and lengthening the life of the bearing.

Non-separation:—The complete amalgamation of ingredients is accomplished scientifically under the Stanley Process. Thus the Babbitt may be remelted over and over again.

Write for "About Bearings" for our full story.

BRITISH SMELTING & REFINING COMPANY LIMITED
MONTREAL

If interested tear out this page and place with letters to be answered.

What a Great Wholesaler Says about the Pyrex Policy

"IF every other manufacturer had adopted the PYREX price policy during the war there would be no price reaction to-day."

Despite the enormous increase in demand, despite a continual shortage of production, even though capacity was quadrupled, the price of PYREX advanced only 20 per cent. during the skyrocket days.

The PYREX policy has been and will be the dealer's protection.

The PYREX advertising has created a good-will for PYREX as dependable as time and tide, and it goes right along. The advertising appropriation for this year is the biggest in the history of PYREX.

PYREX

TRANSPARENT OVEN DISHES

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

707 TIOGA AVENUE CORNING, N.Y.



If interested tear out this page and place with letters to be answered.

TINKER TOM'S TALKS.

No. 303

Reduced Prices on

MADE IN PREMIER CANADA

Galvanized Sheets

Get this point, Mr. Sheet Metal User!

Our jobbers do not have to carry big stocks of Galvanized Sheets, hence, when prices fall, they keep right in line. The jobber who loads up on "Import Sheets" is the last to meet a falling market. It's only natural, too.

Buy Premier and you'll get the low price, besides service and quality unequalled.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Millers Falls

THIS advertisement of the National Automobile Chamber of Commerce, which appeared in the New York newspapers during Automobile Show Week, is a forecast of the big building boom that is just around the corner.

Nobody knows the exact time this building boom will break. The best opinion seems to be that it will begin in the early spring. When it gets under way, you may be sure that Millers Falls Tools will be needed and in demand throughout the entire country.

You should prepare for this period of building activity by carefully checking over your stock now. By eliminating slow-moving lines, and concentrating your efforts on the well-known, thoroughly established Millers Falls Tools, you can decrease your investment in stock and increase your volume of turnover.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

FOUNDED IN 1870

Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades

Canadian Distributors:
MESSRS. ADCOCK & BREWER, LTD.
222 ST. JAMES ST., MONTREAL, QUE.

Tools

From N. Y. Sun Jan. 6th

The Future of the Automobile and of Your Business

Vast Building Program Assures Prosperity

Your business will prosper just as soon as work upon the greatest building program America has ever known gets under way.

The immediate plans call for railroad improvements, new highways, thousands of homes, hotels, hospitals, bridges, sewer, and water extensions. The requirements exceed ten billion dollars in value

Public work in every part of America has been neglected for three years. High costs and labor shortage last year caused the abandonment of nearly all such projects.

Now materials are available. Labor is eager to work. There is no real shortage of money. It is available for all necessary developments.

What It Means To You

Raw materials will be required. Men will be employed to build and repair. They will buy the articles they require. A hundred million people are wearing out clothing and shoes faster than such articles are now produced.

The world's shelves are almost empty of thousands of needed articles.

The present is but a transfer from one activity to another. The demand for new work is so urgent it cannot be long delayed.

Remember What Was Said When War Ended

Hard times were predicted. Few saw how work could be found for four million men if the army were demobilized before industry could change from making war materials to peace time products. Merchants refused to buy, expecting falling prices. Manufacturers slowed down production.

Yet within six months there was a shortage of practically everything. Forced production—even more intense than during the war resulted.

Prices went up and when they had gone beyond reason in many lines people stopped buying.

The present change is normal. It is healthy and it must be of short duration.

We turn to new work just as pressing and far reaching as was the influence which upset the dire predictions of 1918.

Will You Be Ready Then?

Production of practically all merchandise has been at reduced volume for three to five months.

In the meantime we have been consuming and wearing out clothing, houses, furnishings, automobiles, etc. It is possible we face a shortage similar to that which came upon us in the spring of 1919.

America has not overbuilt or overreached her requirements in any fundamental or essential activity. The accumulated surplus of five years prosperity is stored in many ways.

Not in years has everyone been so eager to work. Economical production and economical distribution will now be possible.

A Million Automobiles For Replacements

That is the normal requirement to fill the gaps left by worn out cars.

No one who has ever owned an automobile will long endure without one. Without the automobile, industry would stop. Transportation would be paralyzed. Distances between town and country and between producer and consumer could not be covered.

Living costs would rise. Land values would fall.

The new need is for transportation and in the part it plays the automobile has no substitute.

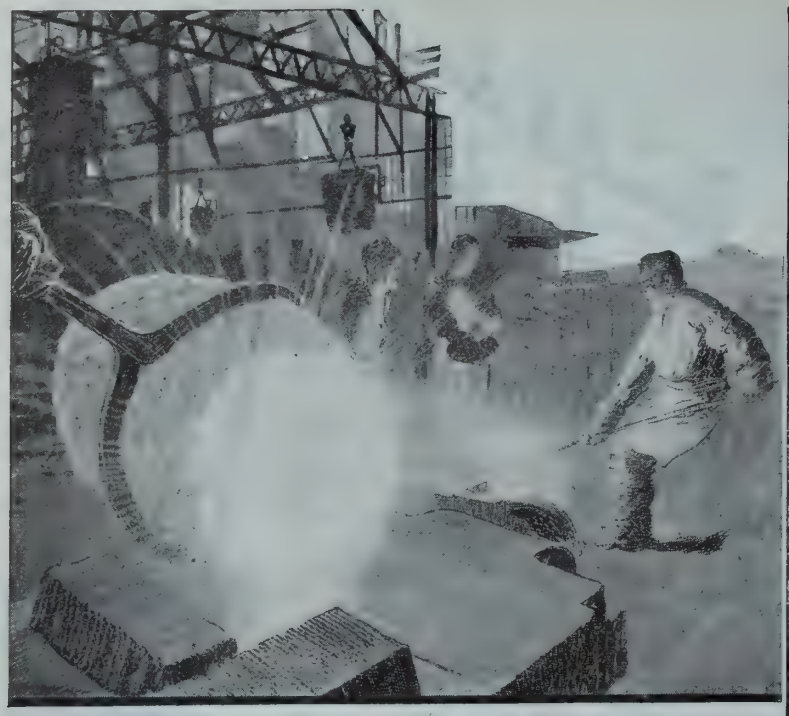
See America's future in the light of her needs. There is demand for nearly every article. Be prepared to do your part. Have faith and remember it is not likely that any manufacture will be able to get back into production quick enough when spring buying starts.

Go to the Automobile Show if you would share in the confidence held by America's first industry in finished products.

National Automobile Chamber of Commerce
Motor and Accessory Manufacturers Association

The Millers Falls Factory is in the beautiful Berkshire Hills country of New England.

If interested tear out this page and place with letters to be answered.



Where Disston Quality Is Born

There is something more than a proper mixture of metal put into the crucible when Disston steel is made.

It is an unseen, intangible ingredient—yet as big and real as the tremendous plant in which Disston Saws and Tools are made. The long experience of men whose fathers were Disston steel workers, whose grandfathers worked out the secrets of fine Disston steel generations ago—this is what has made the present quality of Disston steel.

Under the greatest test of all, hard service over a long period of years, the quality born in Disston steel is revealed. The greatest praise of Disston Saws and Tools comes from men who have used them longest, men who write of these tools with a friendliness, and even affection, seldom given to inanimate objects—and there could be no higher tribute.

DISSTON

Reg. U. S. Pat. Off.

Send for booklet on the selection, care, and use of Disston Saws, Tools, and Files.

HENRY DISSTON & SONS, Inc.

Philadelphia, U. S. A.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES



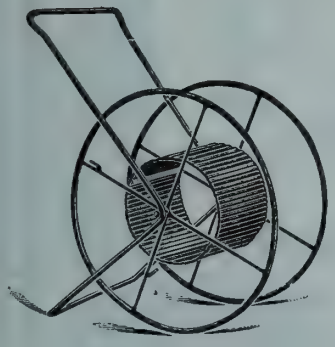
Your Spring Stock

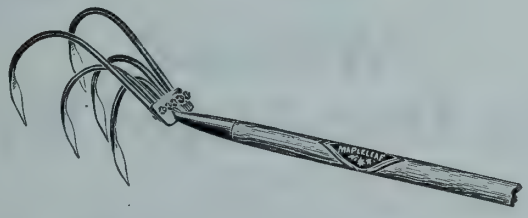
We can offer you wide variety and choice of seasonable spring goods; goods that you can rely on as saleable and reliable; goods that are attractive in appearance and satisfactory in use.

We search and find the lines that the public wants; the lines that will sell well for you; lines that hold your old customers and gain the new.

We give prompt service, every co-operation and assistance to the retailer, and immediate and careful attention to mail orders. Let us hear from you.

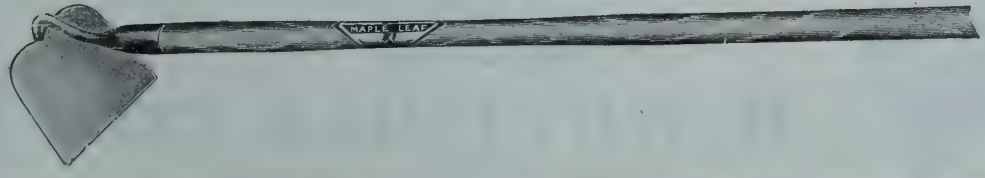
Whites Limited





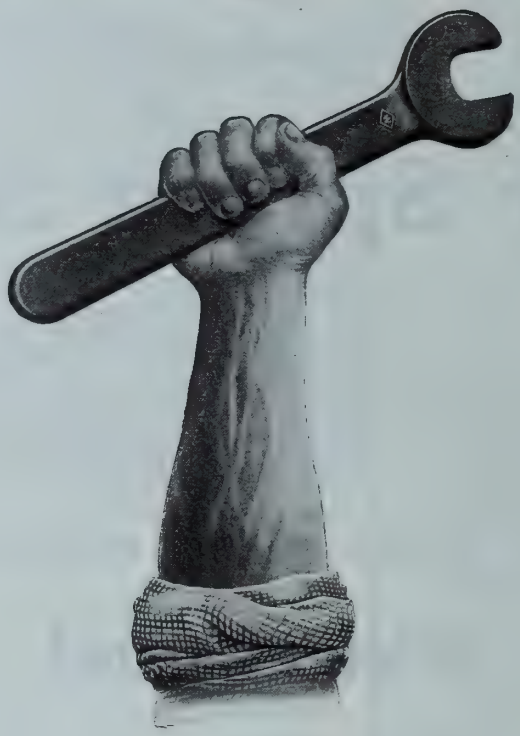






WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested tear out this page and place with letters to be answered.



Williams'
Superior Drop-Forged Wrenches

STANDARDIZE! We did, and practically every wrench manufacturer **followed** our standards almost in their entirety. For nearly half a century Williams' Superior Drop-Forged Wrenches have been leaders, and mechanics everywhere realize this. That's what makes them a good proposition for the dealer to handle.

Furnished in a great variety of patterns and sizes—a wrench for every purpose—the most complete line on the market.

Our Wrench booklet describes them fully—with your imprint if desired.

40 STANDARD PATTERNS
IN STOCK, IN 1000 SIZES

DROP-FORGINGS
often cheaper than castings
—always far superior.

J. H. WILLIAMS & CO.

LIMITED

"The Wrench People"

FORMERLY CANADIAN DIVISION OF
THE WHITMAN & BARNES MFG. CO.

30 Thorold Road ST. CATHARINES, ONT.

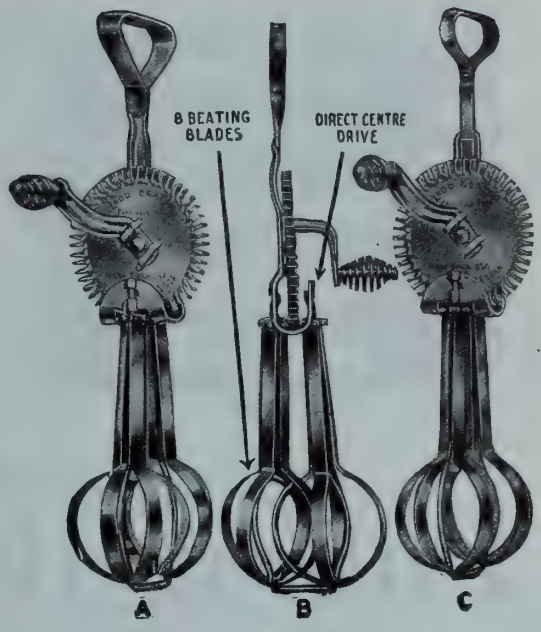
If interested tear out this page and place with letters to be answered.

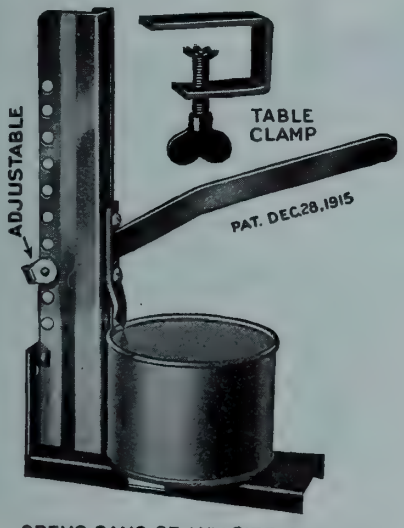
MAKE 1921 A BANNER YEAR

Ladd All-Steel Beaters

3 Sizes—For All Requirements

At the beginning of new and vigorous up-lift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale and, DUE TO THEM, you are always remembered.





OPENS CANS OF ANY SIZE OR SHAPE

Saturn Stationary Can Opener

It's surprising the great number of accidents daily occurring through the use of old-style can openers. Last week a live man 35 years old called upon us to see this article. We asked him why so much interested. He showed us his right hand, which had a bad flesh wound, made in opening a can and, though well treated, it was a bad wound indeed. OLD STYLE CAN OPENERS ARE DANGEROUS, INEFFICIENT: they PROVIDE NO PROFIT TO DISTRIBUTORS. HERE IS SOMETHING ENTIRELY NEW AND DIFFERENT.



LADD
Mixer-Churn

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

JOBBERS the world over and US

Get these from your jobber or DIRECT FROM US, and BY ALL MEANS CARRY ALWAYS.

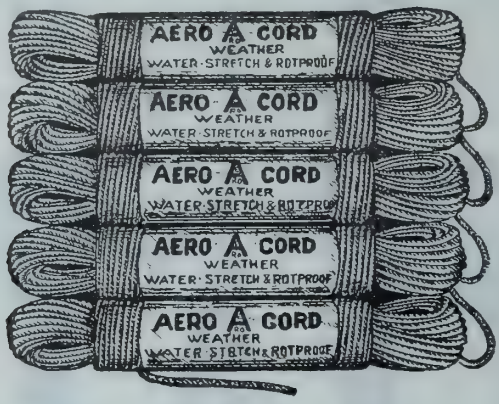


SATURN
Reels
Clothes-Line

UNITED ROYALTIES CORPORATION

1133 Broadway, New York

If interested tear out this page and place with letters to be answered.





Pulling Business with Aero Cord

The housewife's weekly washing is usually a serious affair, and it is not a pleasant experience for her to have the clothes line break, and the wash dragged over the ground, entailing extra time and labor.

Aero Cord eliminates these annoying features often found in inferior makes of cordage, and comes up to the housewife's expectations of a trustworthy clothes line. Aero Cord is weather-rot, stretch, and rust-proof, a line to which the clothing will not freeze. Aero Cord is inexpensive, yet it gives absolute satisfaction to the user and creates consumers' confidence in the dealer's store—and pays a good profit.

The best article procurable for

Sash Cord	Bell Cord	Trolley Cord
Tent Rope	Awning Cord	Log Lines
Whistle Cord	Signal Cord	Tiller Rope
	Tow Line	

Manufactured by

The Aero Mfg. Co., Ltd.

Sherbrooke - - - Quebec

Factory: **Lennoxville, Que.**

Western Agents:

THE H. H. PERRY CO., LIMITED, Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

The Home of *Belleville* Builders' Hardware

We make complete sets of trims of every design, including Door Bells, Push Plates, Pulls, etc.

Special attention is given to master-key work, both in Cylinder and Bit key locks.



Write for Catalogue

Up-to-Date Stock

Our stock of high quality Builders' Hardware is strictly up-to-date, and from time to time we add new lines and new designs that keep Belleville Hardware at the top of the list for satisfactory service and sales. Our plant is equipped with modern machinery for producing high grade hardware, skilled mechanics produce the Belleville quality from selected materials, and splendid shipping facilities make prompt shipments possible.

The Belleville Hardware & Lock Mfg. Company, Limited

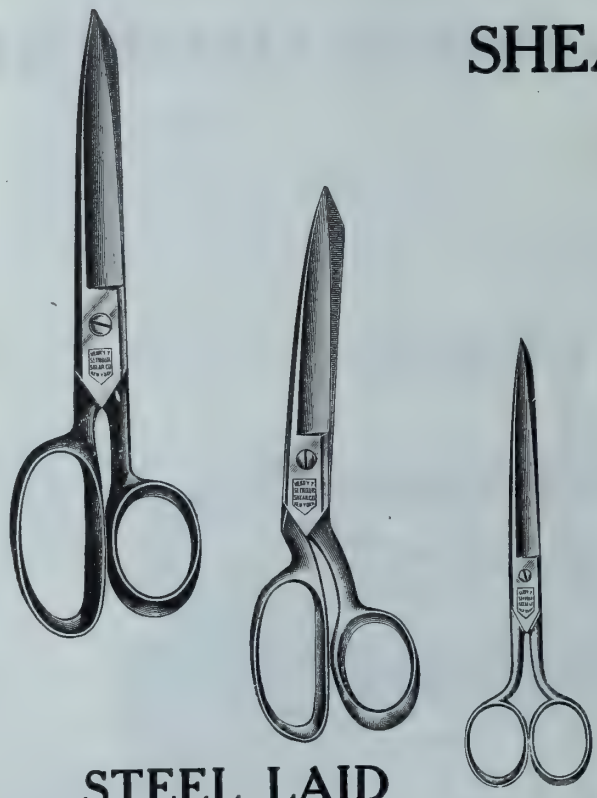
Belleville, Ontario, Canada

AGENCIES:

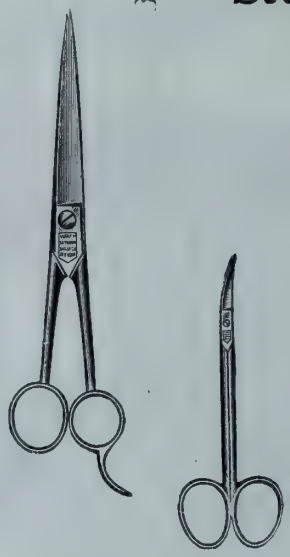
A. T. CHAMBERS 705 Dominion Bldg. Vancouver, B.C.	A. E. HANNA 708 Lindsay Bldg. Winnipeg, Man.	R. H. FALKINER 34 Victoria St. Toronto, Ont.	J. H. ROPER CO. 133 Corbstine Bldg. Montreal, Que.	W. A. MACLAUCHLAN St. John, N.B.

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS



Standard for nearly a century





STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed

SHEARS

STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

SCISSORS

LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

SNIPS

STRAIGHT
CURVED
COMBINATION
POCKET
DENTAL
AUTOMOBILE

FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

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PRIEST'S CLIPPERS

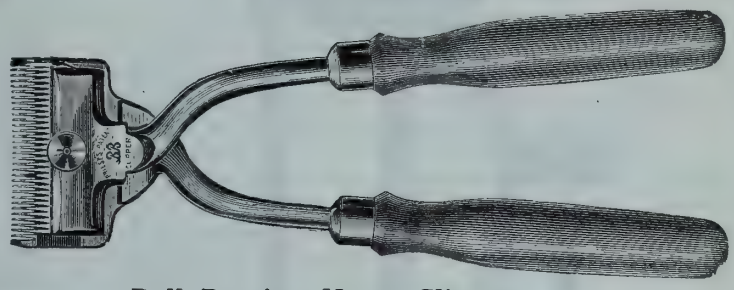
SINCE 1865

Experts have Conceded and Acknowledged the Superior Cutting Qualities, Durability and Finish



Columbian Toilet Clipper

All Parts Interchangeable



Ball Bearing Horse Clipper

All Priest's Clippers represent the highest standard of workmanship, regardless of their price, which meets all requirements of the hardware trade.

Heavily copper plated and polished before nickeling. Utmost care in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be demonstrated by comparison.

Send for Catalogue and Prices of Priest's Business "Boosters"

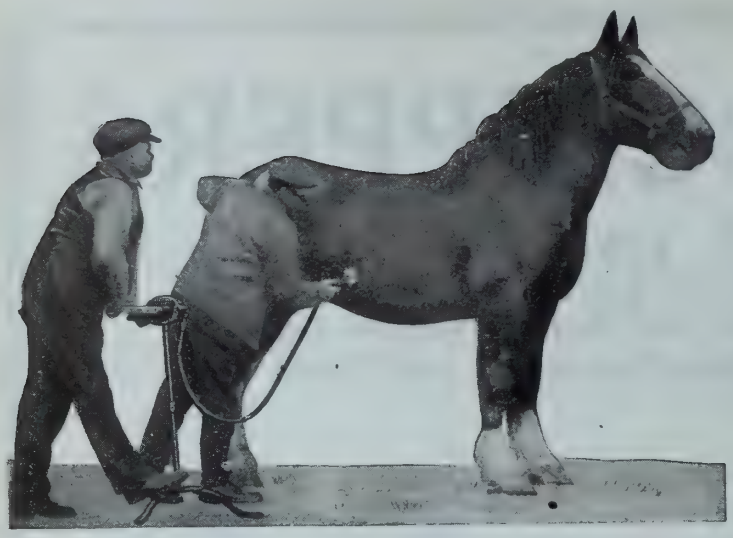
WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. NEW YORK

Canadian Selling Agent

JAS. GERARD KERR 411 St. Nicholas Building, Montreal

If interested tear out this page and place with letters to be answered.



Made in Canada

Make Profits on



The necessity of spring clipping has now become generally recognized, and with this has come the use of Stewart No. 1 Clipping Machines for clipping horses and cows.

In the case of horses it is to make them more productive in work and to protect their health. Cows are not only made more comfortable, and fine stock improved in appearance and value, but clipping is essential to keeping the system in order.

Stewart No. 1 Clipping Machine

—

Retail Prices:

Eastern Canada
$14.00

Western Canada
$14.50

Flexible Shaft

349 Carlaw Avenue



For Canadian Trade



Spring Clipping Business

It pays horse-owners to look after the health of their horses. Clipping is an insurance against colds, pneumonia, heaves and other horse ailments. The clipped horse dries off quickly—he rests better and works better. Clipping is as important as shoeing or good bedding.

The Stewart No. 1 Ball Bearing Clipping Machine is the most perfect clipping machine ever made at any price. It has made good through years of satisfactory service.

Gears cut from solid metal and enclosed in dust-proof metal box. All wearing parts of hardened steel. Compact—can be set up or taken down quickly. Light—weighs only 30 lbs.

A necessity for every farm, and you can guarantee it to please or money refunded. Same machine clips horses, mules, or cows, without change of knives or adjustments.

Order from your jobber early so you can display the machines in your window or on the floor, and get the very earliest business.

Company, Limited

Toronto, Canada



Stewart No. B1 Clipping Head



Famous Since 1874

35,000 Pairs Daily Means Prompt Service

"Acme" Leads 'em All



"ACME" Shears and Scissors

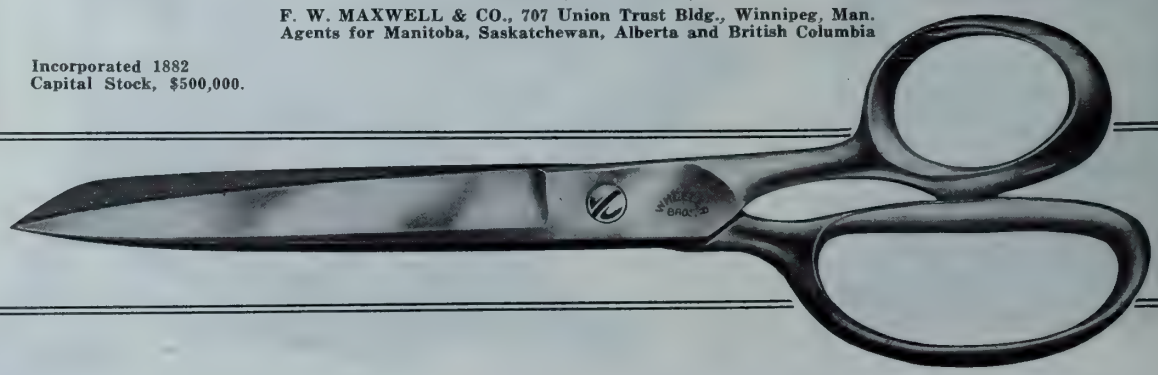
The specially hardened, sharp-cutting-edges of "Acme" Shears and Scissors have won the confidence of thousands of scissors users. The quality of "Acme" shears is high, but the price is low, and the convincing fact of an output amounting to 35,000 pairs daily, indicates the way in which "Acme" Scissors sell. Write for catalogue No. 6, "The Scissors Encyclopaedia."

The Acme Shear Company

Bridgeport, Conn., U.S.A.

Canadian Agents:
MR. A. J. McCRAE, 23 Scott St., Toronto.
F. W. MAXWELL & CO., 707 Union Trust Bldg., Winnipeg, Man.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Incorporated 1882
Capital Stock, $500,000.



If interested tear out this page and place with letters to be answered.

CARBORUNDUM ON THE FARM







CARBORUNDUM has its work to do on the farm as well as in the shop or home.

There are scythes to sharpen, mower sections to grind, farm, shop and household tools of all kinds to be kept keen.

That is why the farmer needs Carborundum and Aloxite Scythe Stones, Carborundum Files, Niagara Grinders, Sharpening Stones and Wheels.

That is why the farm represents one of your most profitable markets for Carborundum products.

It is a market that we can help you develop with Carborundum window displays, trade helps and advertising.

Glad to have you write for details

THE
CARBORUNDUM
COMPANY
NIAGARA FALLS, N. Y.

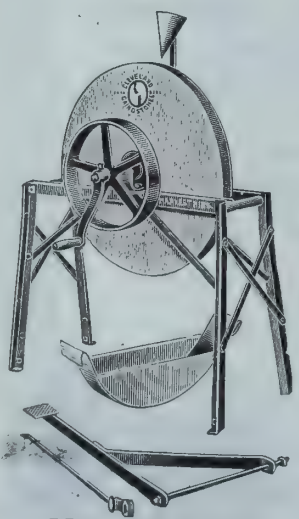


CLEVELAND GRINDSTONES
TRADE MARK

CLEVELAND GRINDSTONES
Keep All Farm Tools Sharp

A good grindstone is an essential part of every farm equipment. Not an apology for one, an inheritance handed down from past generations—standing on wobbly legs and wheezing out a protest when turned—but a *good* grindstone mounted on a rigid frame and run either by foot power or attached to a line shaft.





Harvest King
Power Grindstone

Sell the labor-saving kind. We recommend our dependable "NORKA" double treadle grindstone or the "HARVEST KING" when a power grindstone is desired.

Ask Your Jobber For
"CLEVELANDS"

THE CLEVELAND STONE CO.
CLEVELAND, OHIO

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Steel Lockers



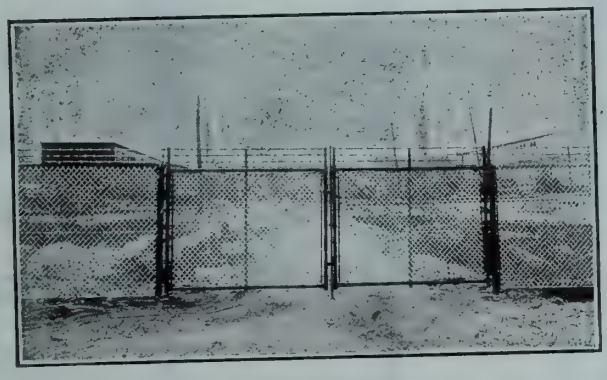
Steel Lavatory Compartments



Steel Cabinets



Collapsible Iron Gates



Chain Link Fence



Agents!

If you are a wide-awake, reliable man in your district you can represent us.

There is plenty of profit in our lines for the hardware-man who keeps his eye on the building activities around him.

Our large plant is ready at all times to give prompt and careful attention to orders — and our staff of designers is at the disposal of our agents to submit designs to their clients.

We Make

Steel Lockers
Steel Cabinets
Steel Shelving
Steel Bins
Steel Chairs and Stools
Steel Lavatory Compartments
Steel Showers

—

Ornamental Iron and Bronze
Bank Railings
Church Railings
Tellers' Cages
Fire Escapes
Window Guards
Collapsible Iron Gates
Elevator Enclosures
Steel Stairways
Chain Link Fence

—

Commercial Wire-work of all kinds

—

General Builders' Ironwork

—

Bronze Memorial Tablets.

Write for Folders

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA.

Halifax, Montreal
Ottawa, Toronto

Hamilton, Winnipeg
Calgary, Vancouver

If interested tear out this page and place with letters to be answered.

When You Order Sash Cord Always Specify

"HERCULES" SASH CORD

Made in Canada—and carried by wholesalers throughout the Dominion. "Hercules" brand has proved its worth for over twenty years.

"Keep Canadian Dollars Working at Home"

If interested tear out this page and place with letters to be answered.



Made in Canada

"Quality" and "Phoenix" Screwdrivers



No. 60 No. 51 No. 29 No. 42 No. 38 No. 35

This is a pleasing line of screwdrivers; they attract attention by their handsome appearance, convince by their excellent selling points, and close sales by the combination of their pleasing appearance, well-designed usefulness and strong, durable workmanship. Once in the hands of the customer they establish good-will for you.

The blades are splendidly made of crucible steel; the handles of red fibre or black rubberoid, plain, fluted or knob; steel or brass, nickel-plated ferrules. These characteristics are general; each of these efficient screwdrivers has individual talking points of merit. "Quality" are oil-tempered plain finish; "Phoenix" are electric-tempered, blued finish. Ask for literature and prices.

The Quality Tool Works, Ltd.

1554 St. Patrick St.
Montreal

Selling Representatives (except for Quebec):
Richardson & Bureau, Montreal, Quebec

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer—the Service Station

FOLLOWING our recent suggestion, let us make another comment on the service we are equipped to give the hardware trade.

You know what our plan is: not to be satisfied with merely filling orders—but to go out and *create* new business.

This is no idle dream of ours made over a desk by men who don't know practical hardware selling. For two long years we've been building up our *plan* of co-operation to help business creation for hardware merchants, and each day that goes by convinces us more and more that it's sound and that it will really work.

Take Service Stations, for instance. Here you'll find threading repair tools needed almost constantly.

Certain cars require one sort of thread repairs — others another. Yet few service station men have a complete equipment of screw-plate sets for doing the work.

If you adopt our plan of selling, you'll make a visit to each of these service stations and try to sell the following:

No. AA4—Little Giant Set (for magnetos and small work).

No. 312—Little Giant Set (for engines and chassis repair).

No. 260 — Little Giant Pipe Stock and Die Set (for pipe connections).

You have in these three sets a total of 35 assorted taps and dies ranging from the smallest sizes up to the largest needed in auto repair work. It's really one complete assortment packed in three boxes—why not sell it that way?

If you're interested in this plan of selling and want help, send us a list of the service stations or garages near you and we will send you special letters and printed matter for reaching them. Write to-day.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation of Canada, Limited, Galt, Ontario

Here is that list of service stations to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

Name

Firm

Address

H.&M. 102



If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Precision Tools

The reputation of the maker is the best guarantee of accuracy.

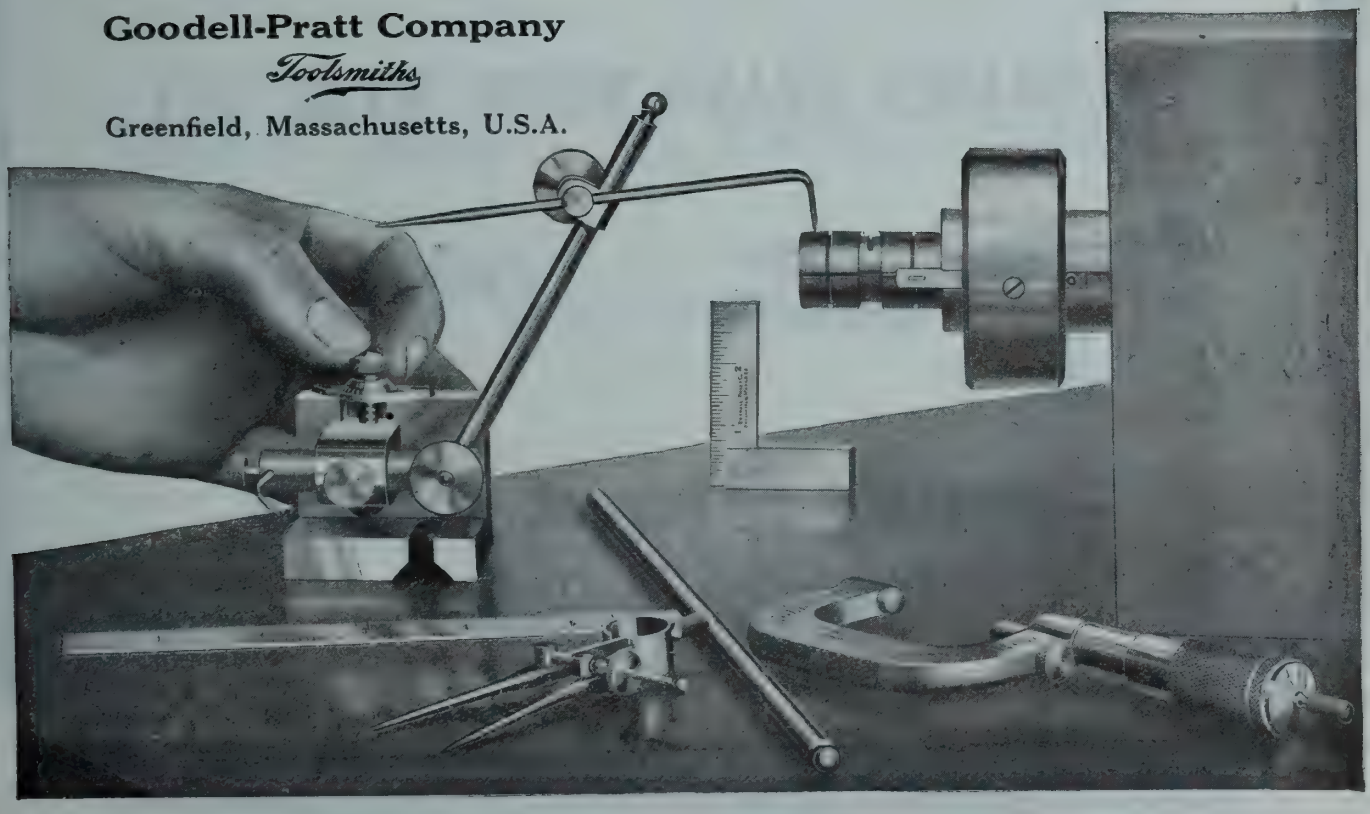
Goodell-Pratt Precision Tools have rapidly acquired an enviable reputation, and a strong demand among particular machinists, on account of their extreme accuracy and exceptionally high finish.

A Broad, Well-Developed Line

The Goodell-Pratt line of Precision Tools includes practically every kind of tool that can properly come under this classification. Each class of tools is made in a full and complete assortment and we guarantee the accuracy of every one of them.

Goodell-Pratt Micrometers, Steel Rules and Combination Squares may be obtained with either English or Metric graduation.

Goodell-Pratt Company
Toolsmiths
Greenfield, Massachusetts, U.S.A.



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CANADA

FOUNDRIES & FORGINGS

LIMITED

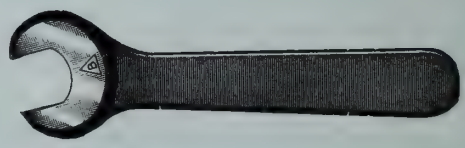
THE WORLD IS FULL OF NUTS





EVERY NUT NEEDS A WRENCH





ENDURANCE BRAND NEVER WEAR OUT





James Smart Plant

Brockville, Canada

If interested tear out this page and place with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

LIMITED

THE VARIED LINE







THE UNFAILING QUALITY







MAKE SMART AN ENVIED NAME







James Smart Plant

Brockville, Canada

If interested tear out this page and place with letters to be answered.







A. A. Jones & Shipman LIMITED
LEICESTER

We Guarantee Your Profit

To the Tool Dealer we guarantee the same—or more—profit on "J. & S." Tools as is obtainable on similar tools of any competitive make. Our manufacturing methods and resources cannot be surpassed.

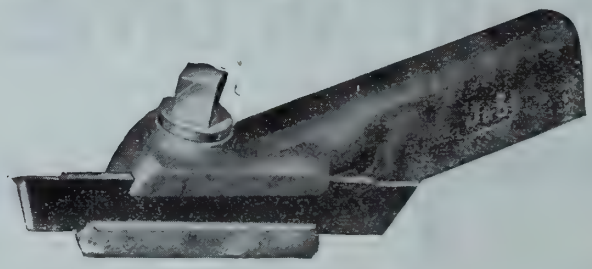
Our line, up-to-date, covers various tools in **daily demand.** We make over 500 sizes, finished in superior style and packed under our well-known "J & S" labels. The Tool Holders and Knurling Tool shown are merely examples of this extensive line. The Mottled finish **attracts** and **retains** the interest of every customer, and materially assists sales. There are Tool Holders for every purpose.

We especially invite attention to Combination Centre Drills, Cutting Off, Side or Knife Tool Holders, Threading Tools, Boring Bars, Lathe Carriers, Morse Taper Sleeves and Sockets, Drill Drifts, Sockets for Capstan Lathes, Mandrels, Morse Taper Arbors, Taper Gauges, All Steel, 2-Jaw Drill Chucks, and Geared Scroll Chucks.

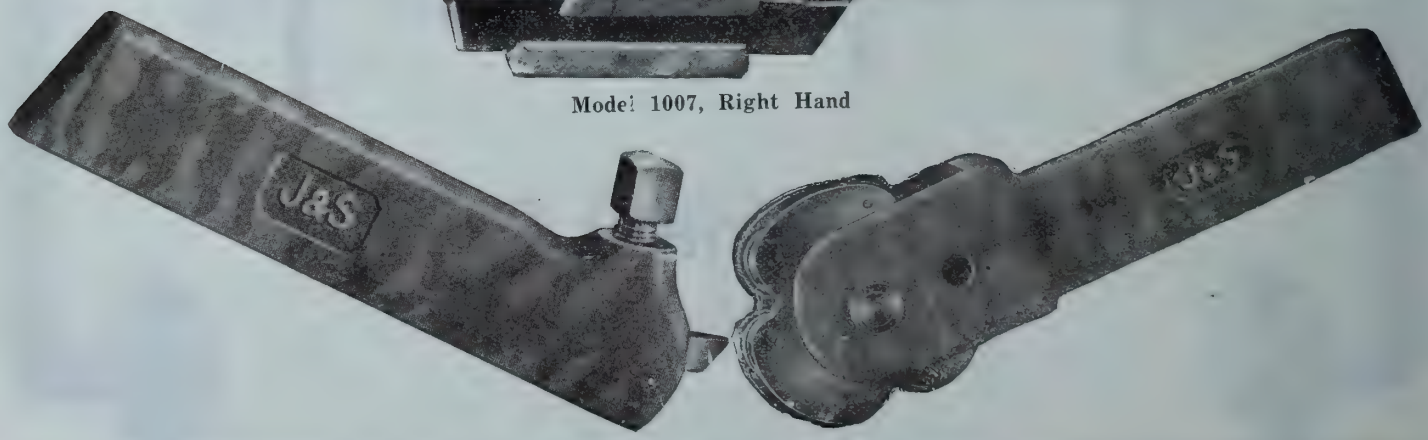
Ask for samples and literature.

Canadian Office and Warehouse

Page Building, Corner King and Jarvis Sts., Toronto



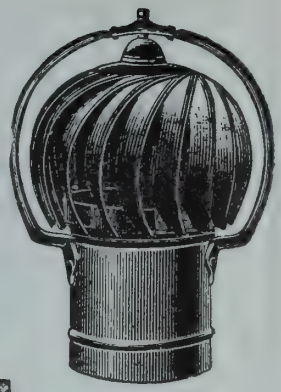
Model 1007, Right Hand



Every "J. & S." Tool Is Manufactured In Our Own BRITISH FACTORIES

If interested tear out this page and place with letters to be answered.







Buildings Work For You

When Fitted With Wheeler & Bain Products



EXPERIENCE has shown that buildings fitted with these sheet metal products advertise and pull new business for you.

This round, corrugated galvanized iron or copper conductor pipe is made in 8 and 10-foot stock lengths. It comes in sizes 2, 3, 4, 5, and 6-inch. Each length is reduced at one end, ensuring an easy fit; the seams excel any in the country. Elbows and shoes to suit.

The square conductor pipe, shown below, in 8 and 10-foot lengths, in one piece, without cross-seam. The handsomest pipe on the market and sells best, 2⅜ by 3¼ inch and 2¾ by 4¼ inch. These equal sizes 3 and 4 inches in the round style. Elbows and shoes to suit.

8 and 10-foot lengths of G. I. eavestrough. Easy fitting in any style. Also "circular" eavestrough. Girth: 8, 10, 12, 15 and 18-inch.

Rotary ventilators use wind as motive power. The whirling head creates a suction impossible to stationary ventilators. Noiseless, self-lubricating bearings. Storm proof—no snow or rain can enter. Recommended for poor draft and smoke troubles.

Rotary Screw Fan Ventilators have all the points of the preceding, but in addition have a fan which adds to the suction.

We carry a large stock of galvanized iron and black sheets and also manufacture corrugated iron, roofing, and siding.

We are the original "Quick Shippers" —try us.

Write for information and prices

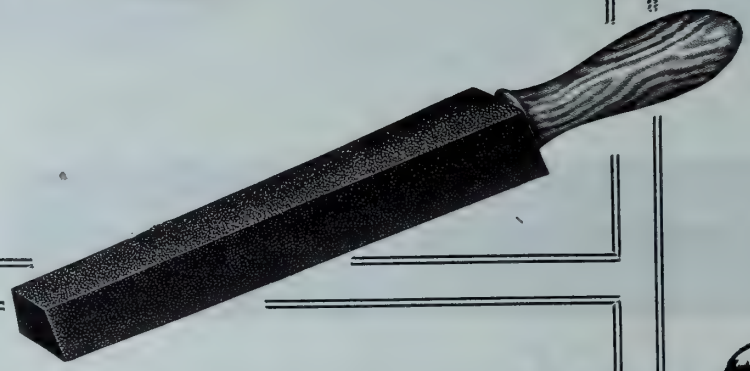
Wheeler & Bain

Toronto, Canada



If interested tear out this page and place with letters to be answered.

"Made In Canada"



Hart Mower Files

Every Farmer A Prospect

Every farmer is a prospect for the ever-popular Canadian-made Hart Mower Files. Hart Mower Files are the result of 34 years' experience in the manufacture of abrasives, and this file leads all others in consumer service and sales-making features. Well displayed, it will attract attention that will result in a sale of one or more of these superior files.

Hart Mower Files are 100% Canadian. We shall be pleased to send catalogues and descriptive matter about this profitable and salable line.

Ask Your Jobber



If it is a Hart, it is 100% Canadian. Keep your money at home. In demanding Hart products your return is threefold —Future Prosperity for Canada; Hart Service; Hart Quality.

Canadian Hart Products Limited

Hamilton Canada

If interested tear out this page and place with letters to be answered.

COMMUNITY PLATE



ANNOUNCING

—to the trade our facilities for the immediate filling of orders for the

Grosvenor Pattern
COMMUNITY PLATE

in sets, chests or dozen lots, as desired. We consider the Grosvenor the most attractive of the popular COMMUNITY PLATE designs — with a strong selling appeal.

CAVERHILL LEARMONT & CO.
89 ST. PETER ST., MONTREAL

GYK

If interested tear out this page and place with letters to be answered.

I·XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

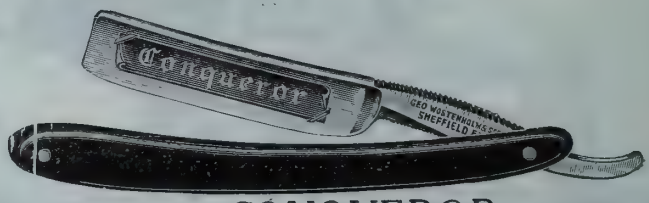
SHEFFIELD, ENGLAND

No. 2000



PEERLESS

No. 1000



CONQUEROR

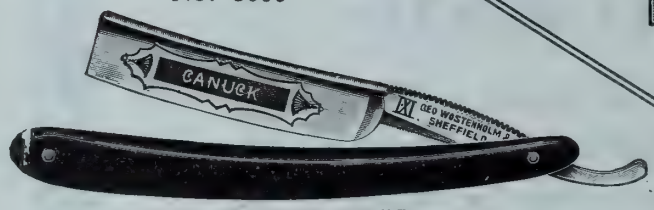
I·XL RAZORS

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I·XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

Write for Our Booklet of Illustrations and Descriptions

No. 5000



CANUCK

No. 5001



IMPERIAL

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.
MONTREAL, QUE.

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.



GUARANTEE

We guarantee every tool we manufacture to give satisfaction for the purpose which it is intended. We will promptly replace without cost any parts broken or badly worn when due to faulty material or construction.

We Manufacture

Iron Planes in eight sizes with smooth and corrugated bottoms.

Block Planes in four sizes.

Wood Planes in four sizes.

Universal Wood-Worker's Vise.

Machinist Vises in eight sizes with both stationary and swivel base.

Oval Slide Vises in six sizes.

Pipe Vises in three sizes.

Amateur and Household Vises.

Adjustable Hacksaw Frames in four designs, in bright and dull nickel finish.

Handscrews in five sizes.

Steel Bar Clamps in eight sizes.

Sliding Barn Door Latch.

National Machinery & Supply Co., Limited

HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.



Good Reputable Tools

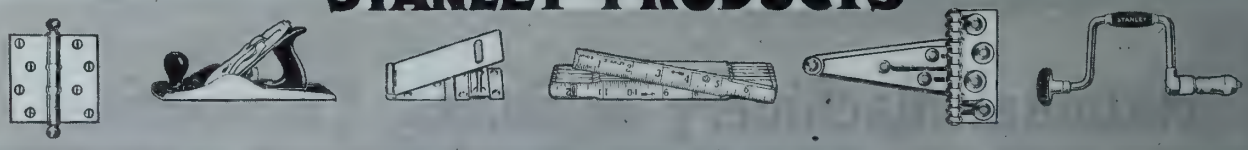
Tools That Help the Unskilled Hand of the Home Lover and Thrill the Heart of the Artisan

The Stanley Catalog of Tools, R31, will be sent upon request

Stanley Carpenters' Tools are tools with a reputation—world famous products of world famous New England craftsmen. Show the mechanic the Stanley mark of excellence and he'll know what to expect of the tools he buys.

Show the same mark to the home lover—the man who takes a pride in doing little repairs around the house. Sell him confidence in the Stanley name. Here's a big market.

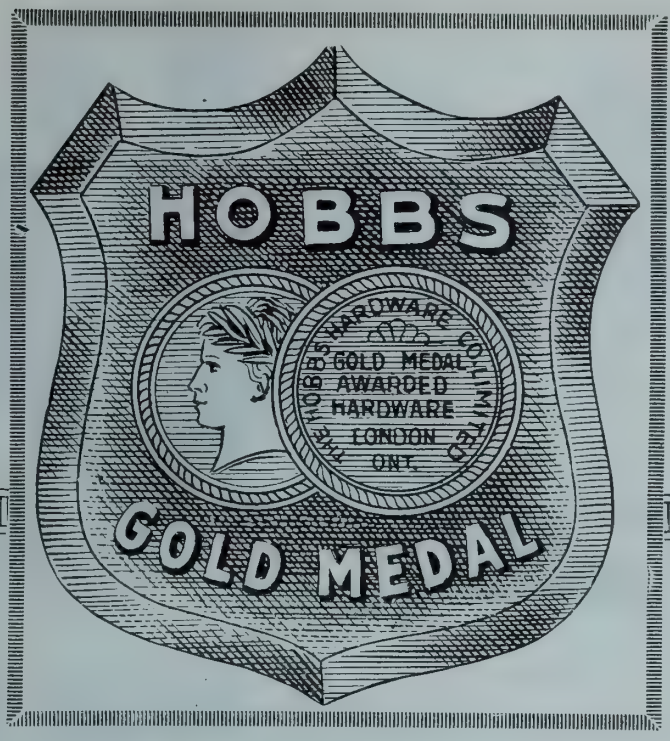
STANLEY PRODUCTS



THE STANLEY WORKS NEW BRITAIN, CONN., *Branch Offices* *New York - San Francisco Chicago - Los Angeles - Seattle*

Canadian Representative: A. MacFarlane & Co., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.



Hobbs Gold Medal

The Hobbs Hardware Company is especially well prepared to serve you for the coming season. The extensive stocks of well-known and very salable goods are carefully chosen to insure the most gratifying results for retail hardware merchants. In the task going over the many offerings on the Canadian market it is our constant aim to adopt those lines which sell for the retail hardware man with perfect satisfaction.

We are ready to supply customers, at short notice, with the most satisfactory goods obtainable, at prices as low as the high quality will permit.

The mark, **"Hobbs Gold Medal,"** on Tools, Roofing, Cutlery, Binder Twine, or any other kind of hardware is satisfactory evidence of quality. The mark is backed up by the guarantee and business reputation of a company well and favorably known to the Canadian hardware trade for *close on half a century.*

In order that no retailer shall "starve" his business and miss sales because of short stock, we propose to give our trade prompt quotations of every reduction in the market. The quarterly catalogue of "Seasonable Specialties" will assist you in ordering wisely.

The Hobbs Hardware Company

LIMITED

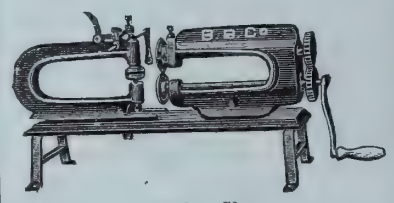
London - Canada

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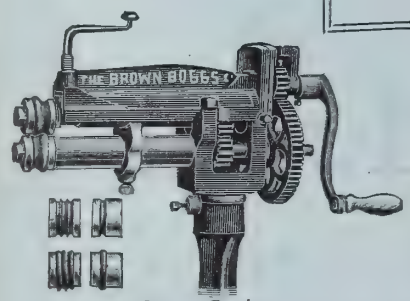
Foot Squaring Shear

Bro Sheet



Circular Shear

Will Increase



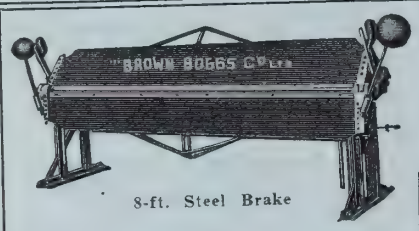
No. 3 Beader

B B Co Ltd

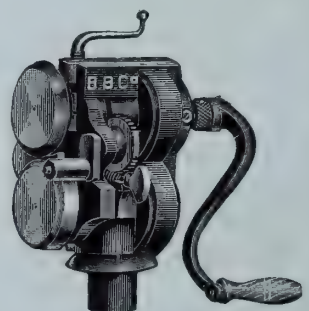
How many hours a day do your highly-paid mechanics lose repairing out-of-date machinery?

How many deliveries have been delayed through inefficient machines breaking down?

How much time and money have you lost; how much worry have you suffered by these non-productive time wastes?



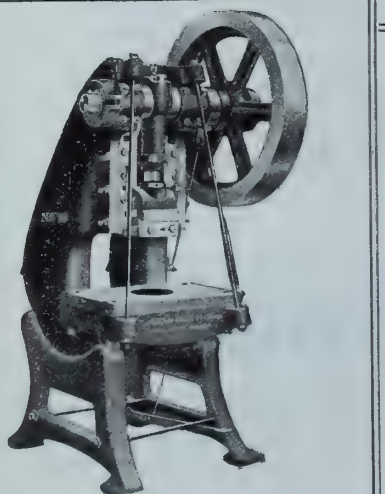
8-ft. Steel Brake



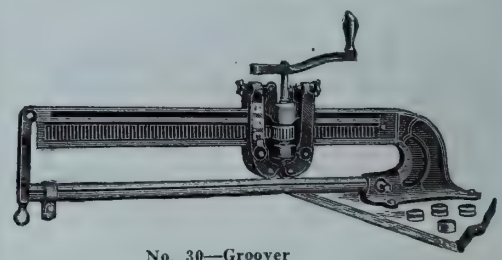
Wiring Machine

The Brown,

Hamilton,



No. 15—Power Press



No. 30—Groover

If interested tear out this page and place with letters to be answered.

wn-Boggs

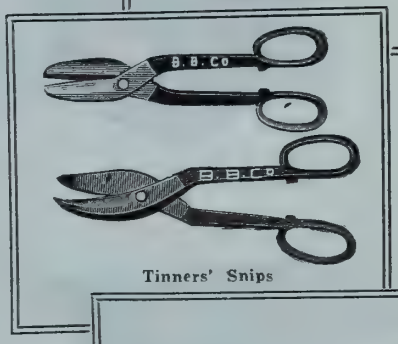
Metal Workers' Tools

Your Daily Output

Every delay in a day's run in your plant means time and money lost, your daily production decreased and your "overhead" increased. Skilled labor comes high-priced enough without losing this expensive time "doctoring" worn-out machines. B.B. Sheet Metal Workers' Tools stand up to the day's work and give maximum production at minimum cost. Steady, daily production is the only way to combat overhead expenses and increase your business.



Tinners' Hammers



Tinners' Snips


Tin Folder

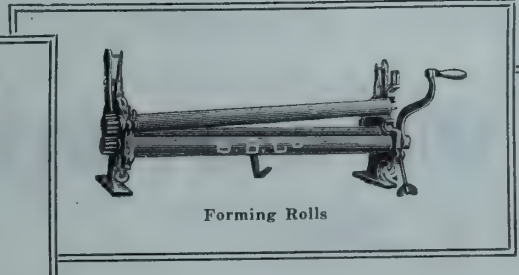

Bending Rolls

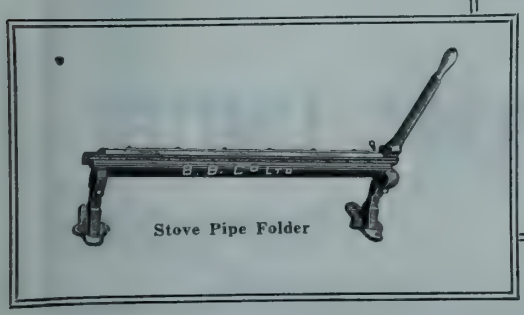
Boggs Co., Limited

Canada

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery


Forming Rolls



Stove Pipe Folder

If interested tear out this page and place with letters to be answered.

ROLL IT ON

TRADE MARK B D-S REG. U.S. PAT. OFF. AND FOREIGN COUNTRIES BOND DOUBLE-SURE QUALITY

Bond CASTERS

F you have a heavy load to move let Bond Casters do it. Bond Stationary or Anti-Friction Swivel Casters are not affected by rough, uneven floors. They are designed to stand the gaff of maximum wear, the shocks and batterings that take the heart out of ordinary casters.



No. 3A

The variety of size and type of Bond Casters allows the selection of just the proper weight and structure suited to the particular needs of any class of truckage.

The carefully worked out design of Bond Anti-Friction Casters permits the moving of heavy material with the minimum of effort and their tried endurance will give the maximum of service. The caster swivels on hardened steel balls and the elimination of much wear is accomplished by the flange protecting the ball race from dust and dirt.



No. 2B

Your load will roll many more miles on Bond Casters.

We also make transmission material of all types. From hangers to collars, clutches to couplings, we can give you dependable machinery.

We have an attractive proposition to dealers in open territory. Write for it and our catalogue 38THM on transmission, together with Booklet THM on TRUCK CASTERS.



No. 1B

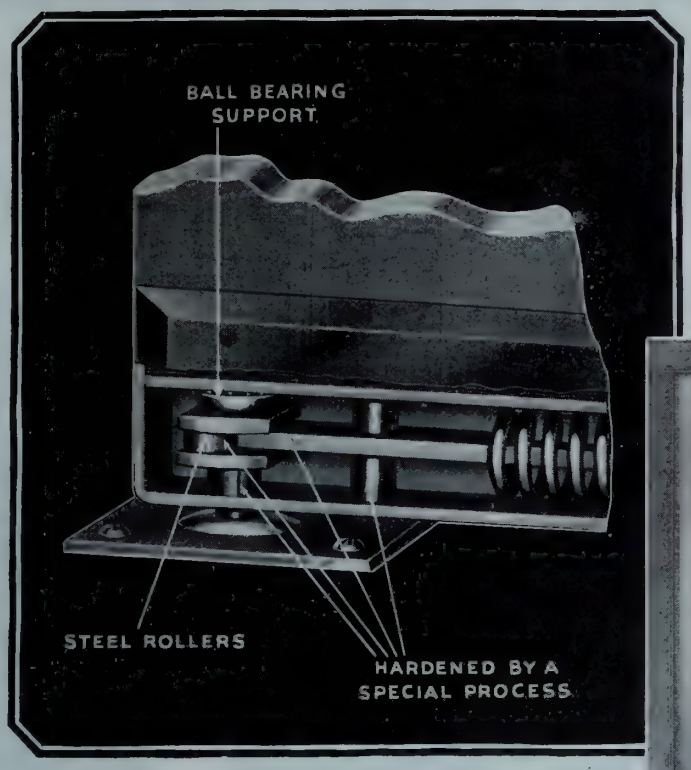
MADE IN CANADA

BY

Bond ENGINEERING WORKS, LIMITED

TORONTO, ONT. - - CANADA

If interested tear out this page and place with letters to be answered.



French Doors Hung on LAWSON Floor Hinges



This Hinge Is Made for Long Wear and Hard Service

THE new Lawson No. 800 Floor Hinges are the lightest floor hinges on the market, AND—

They stand the gaff! WHY?

Because they are *constructed scientifically*, strong where strength is needed, friction eliminated where the wear comes.

All wearing parts are hardened by a special process. The plunger works against steel rollers without friction. The weight of the door is carried on ball bearings.

Result — light construction combined with greater strength and longer service. On a recent test, a Lawson No. 800 Floor Hinge, taken from a dealer's stock, was given 60,000 violent double swings on a 50 lb. door, *without any appreciable sign of wear.*

The Lawson No. 800 Floor Hinge is made with square bevel-edge reversible side-plates, all standard finishes. A better looking job, easily installed, and at low cost.

It is meeting with a steadily increasing demand from contractors and architects. This means large sales and quick turnover for dealers.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company
Dept. 7763, 230 W. Superior St., Chicago, Ill.

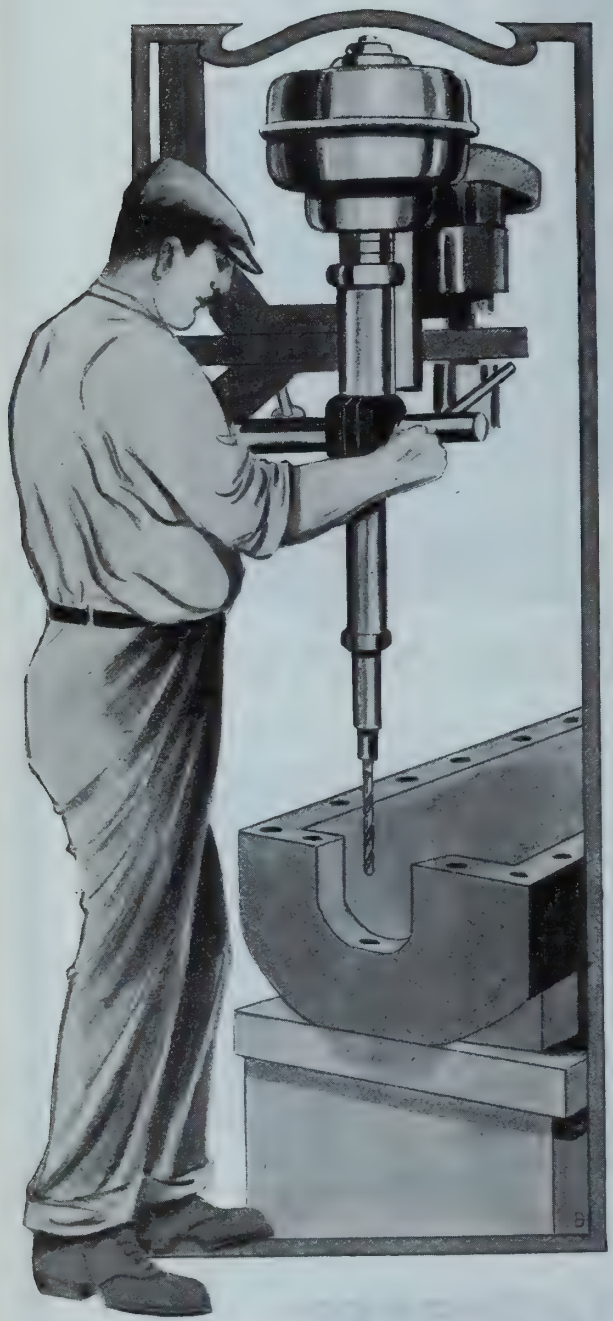
Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

If interested tear out this page and place with letters to be answered.

Sell Butterfield Tools
For Speed, Accuracy, Endurance



Tested and proved by 40 years' practical use all over the civilized parts of the globe





You Sell Recognized Efficiency

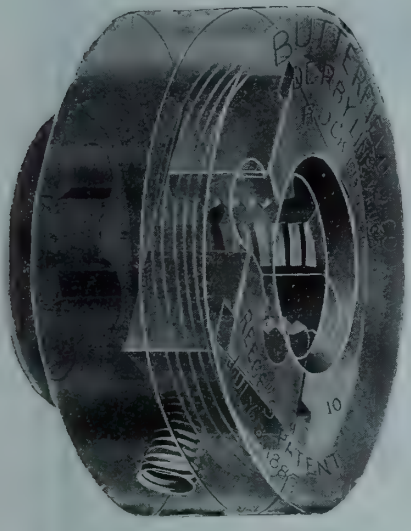
Butterfield Tools have been used successfully throughout the civilized countries of the world. For practically half a century they have been making good, to the general knowledge of mechanical men everywhere. You know yourself, without any argument, that the name "Butterfield" is familiar to machinists and buyers of tools. For years they have known the name favorably, and they accept Butterfield Tools readily, fully appreciative of their recognized speed, accuracy and endurance.

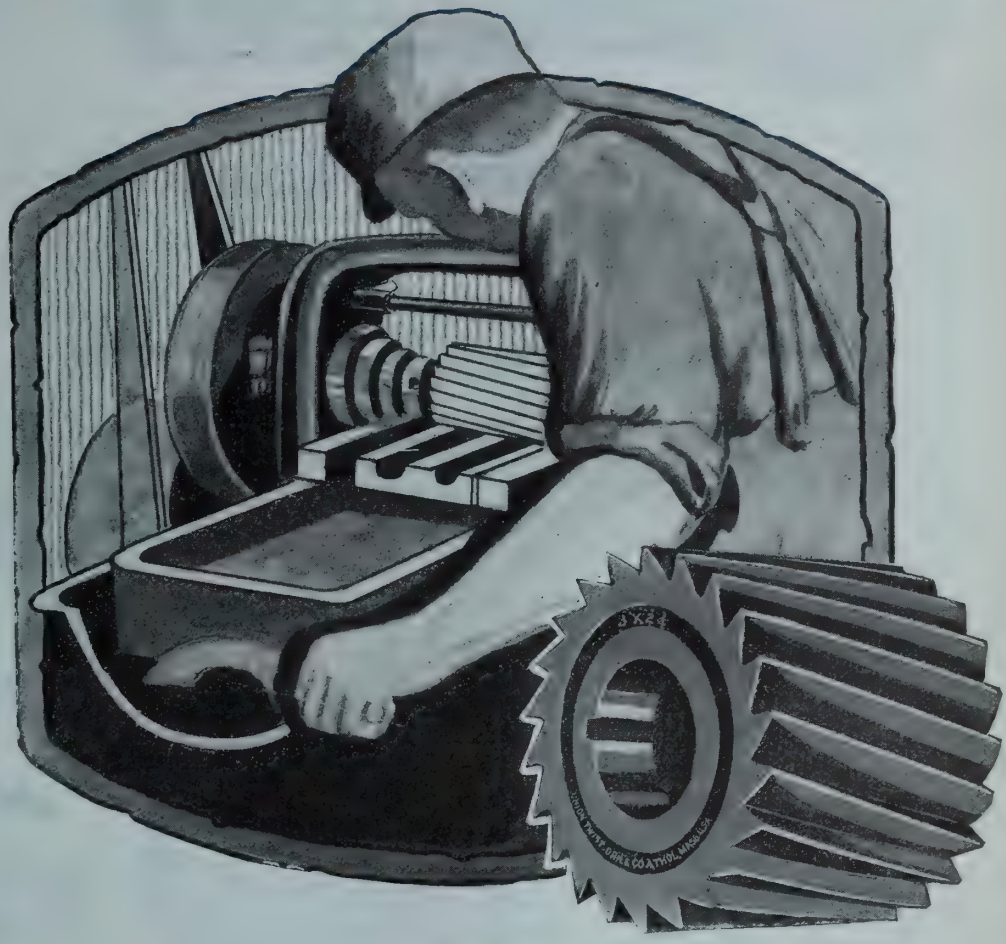
When you set out to urge on a customer an unknown brand of drills or other tools, made by some obscure manufacturer, it takes some hard, time-consuming selling, doesn't it?

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, Eng.; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab., Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

BUTTERFIELD

Butterfield's Established Reputation Makes Them Preferred by Buyers





Buyers or purchasing agents for big industrial concerns are responsible for the performance of the tools they buy. No man that purchases tools to do hard work, to stand up under trying conditions, to withstand shock and strain, to cut rapidly and accurately with a minimum of regrinding, can afford to experiment with lines of little-known tools. They order Butterfield Tools from the most convenient source of supply —it's up to you to make it yours.

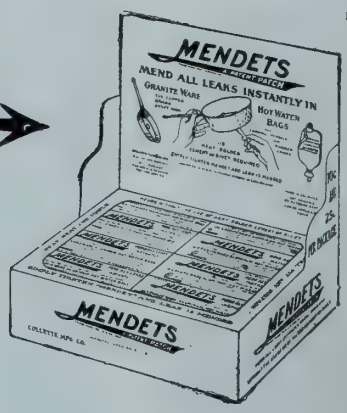
Butterfield & Co., Division
Union Twist Drill Co.
Rock Island - Quebec

BUTTERFIELD



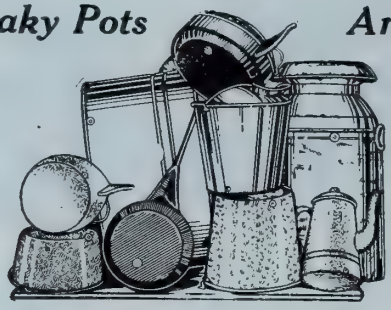
Want Some Easy Money?

Display Mendets Like This



There is no question about Mendets as a sales proposition. Mendets have actually been sold to the extent of millions of boxes. They are simple and easy to use and much in demand. They mend leaks instantly—just go on with a twist. This convenient display sells Mendets while you are busy with other sales.

They Mend Leaky Pots And Pans Like This



And Make Satisfied Customers Like This



Mendets are so useful and handy that housewives who once become acquainted with them are regular buyers. There are few homes without an almost constant need for Mendets. It is a great comfort to housewives to save the leaky pot or pan. They are quickly and conveniently mended with Mendets with almost no loss of service and time.

Mendets Never Leak, Loosen, or Lose a Sale

Collette Mfg. Company
Collingwood, Ont.

Your Jobber Has Them

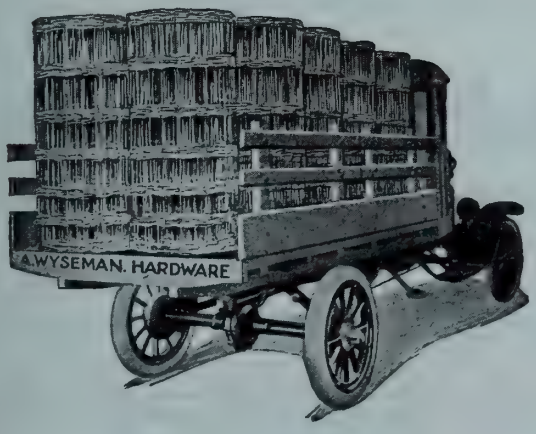
If interested tear out this page and place with letters to be answered.

Are You Getting Your Share?

FROST



FENCE



According to Government announcements, farmers are each year removing more and more of the old snake and stump fences and replacing them with fences of woven wire.

Are you getting your share of this wire fence business? Have you a type of wire fence in your store that you *know* will satisfy the needs of your farmer customers? Do you carry a line of Frost fences, or, if not, have you considered the advisability of handling the Frost Fence?

Frost Fences are the answer to the farmers' demand for a fence combining strength, appearance and economy. The wire is tough and strong, and the mesh is held together by the tight lock that grips as no other lock does. The stays are straight and evenly spaced, making a fence that is easy to stretch, and which stands straight as an arrow, and it is truly economical, for the wire used is full gauge No. 9—drawn in our own plant and heavily galvanized with high-grade spelter.

Hardwaremen realize the opportunities of expansion that come through handling a product of superior qualities.

Frost Steel and Wire Co., Ltd.

Hamilton, Ont.

MANUFACTURERS OF—
Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

Write for Catalogue

If interested tear out this page and place with letters to be answered.

Maple Leaf Brand

D. B. CO.
TRADE MARK
REGISTERED

will gain the lasting good-will of your customers



By recommending "Maple Leaf" Stitched Cotton Duck Belting as a main drive belt, or for conveyors and any other purposes, you will gain the lasting good-will of your customers.

It is notably strong, durable, true-running and economical. Being thoroughly waterproof, it gives high efficiency service equally in wet or dry places.

"Maple Leaf" Belt Dressing

gives longer life and improves the service of all makes of belting. There is a good turnover and profit in "Maple Leaf" products for the merchant who keeps these lines to the fore.



Dominion Belting Co., Limited

HAMILTON, CAN.

Quebec Branch:
51 Duluth Building, Montreal

Stitched Cotton Duck Belting and Belt Dressing

If interested tear out this page and place with letters to be answered.



DID you get your copy of our new Catalogue No. 9? If not, tell us—we have one for you which fully describes and illustrates our many styles of farm, poultry and ornamental fencing—also farm gates and steel posts.

The Banwell-Hoxie Wire Fence Co., Ltd.

Hamilton, Ont.
Winnipeg, Man.

PEERLESS FENCES

STAND EVERY TEST

If interested tear out this page and place with letters to be answered.



"BALLOON" FLY TRAPS. Nested snugly in cartons.

Registered **Wrico** ANTI-RUST Trade Mark



BIRD CAGES—Brass and Japanned. Nested in cartons.

Designating the High-Class Goods made by

E. T. WRIGHT CO., LIMITED

HAMILTON, CANADA

For Home Trade and Export



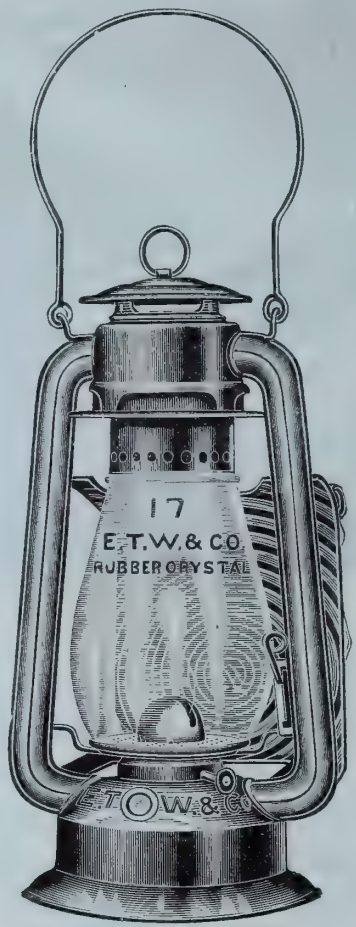
"CANADA" and "ONTARIO" FLY SWATTERS. Packed flatly in cartons.



"CANUCK" BREAD MIXERS. In two sizes. Nested in wood boxes.

Aluminum Goods

New and original lines in Aluminum Wares are being added to our list quicker than we can advertise them. Send direct to us by mail, or ask our representatives for prices and particulars.



No. 4 COLD BLAST LANTERNS. Also "COMETS" and "NEMOS."

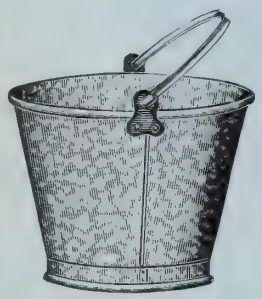
Nestable, space-economizing lines, arriving at your station or port with very small carriage charges.

Export Catalog

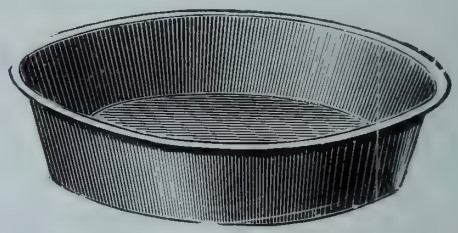
This when issued will be sent to all our export friends, and will give good descriptions and full details of all export lines. Be sure you get your copy; if you don't, write us.



"VICTOR" FLOUR SIFTERS. Nested in crates.



GALVANIZED PAILS AND BUCKETS. In all weights, shapes and sizes. Nested and wired in bundles.



MILK PANS, ranging from ¼ quart to 12 quarts. Plain or Retinned—nested solid.



"JAXON" BRACKET LAMPS. A favorite export line.

PRINCIPAL REPRESENTATIVES THROUGHOUT THE WORLD:

ENGLAND—Canadian United Manufacturers' Agency, 12 Charterhouse Bldgs., Goswell Rd., London, E.C.

SCOTLAND—Spence & Gerrard, 21 Forth St., Edinburgh.

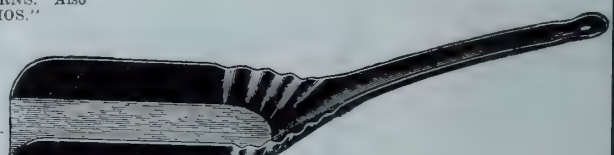
IRELAND—James B. McAlister, 13 Queen Sq., Belfast.

COLOMBIA—E. C. Austin, Barranquilla, Colombia.

WEST INDIES, GUIANAS and SOUTH AMERICA—E. P. Gibbs, Port of Spain, Trinidad, B.W.I.

AUSTRALIA and NEW ZEALAND—Thos. De Schriver, Auckland, N.Z.

SOUTH AFRICA AND CHINA—Dominion Exporters, Montreal, Que.

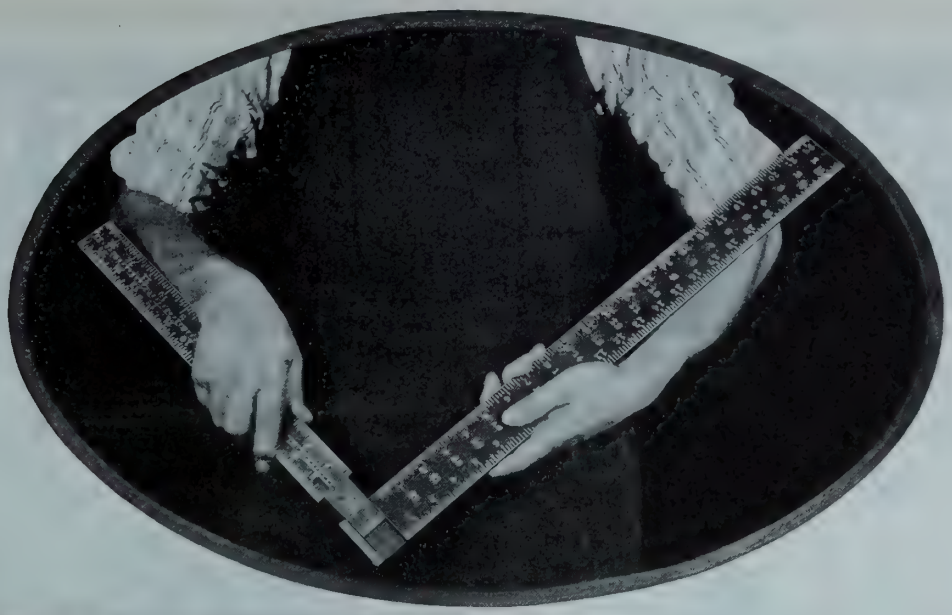


FIRE SHOVELS—Japanned and Galvanized. Nested in bundles.



"ACME" STEEL FRY PANS in all sizes. Nested solid. Also "TIGER" and "HAMILTON" heavier grades.

If interested tear out this page and place with letters to be answered.



Sell Pexto Service

AN interesting illustrated and instructive booklet of 14 pages is packed with each Pexto Square. It describes the use of the Rafter framing and other Squares thoroughly and intelligently and thereby increases the value of this useful tool 100%.

This Pexto Service is appreciated by the customer and the benefit he derives surely reflects to the credit of the dealer who sells Pexto Service.

Pexto Squares possess many exclusive features, particularly the markings which are arranged so that the mechanic can obtain the desired information at a glance.

The line includes numerous styles of finish and markings.

The Take Down Square is becoming a universal favorite. The adjustment and locking device is simple and strong, giving perfect graduation.

Pexto goods can be obtained through representative Canadian Jobber.
Send for a copy of our No. 20 Catalog. It is interesting and instructive.

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

If interested tear out this page and place with letter

VAUGHAN & BUSHNELL MFG CO.

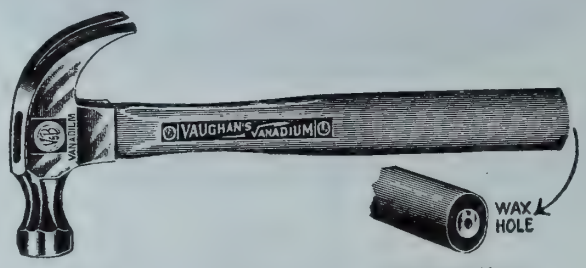
MAKERS OF FINE TOOLS

CHICAGO

Vaughan's Vanadium Supersteel Hammer, shown below, is the toughest and strongest hammer made.

Made with a non-chip face and a non-slip claw.

Note wax hole in end of the handle.



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

This is one of a line of 28 hammers, each a leader in its class.

Constant pounding proves their quality.



Plain Face Nail Hammer

Over Fifty Years of FINE TOOL MAKING



Ball Pein Hammer.

Back of the V & B trademark is the tradition of honesty and thorough workmanship maintained for over fifty years of progress. Only a few of these dependable tools can be shown here. Our product is made on the latest machinery, with discriminating care by most modern methods. It is controlled in material, workmanship and tests by laboratory standards. There is no guesswork about its making. Our workmen are expert through years of specialization.



Nut Pliers with Wire Cutter.

Besides the tools shown and the braces, the line includes wrenches, cold chisels, plumbers' and carpenters' chisels, wrecking bars, star drills, machine and belt punches, reamer and countersink bits, etc.

Refinements of manufacture warrant our assurance of unvarying uniformity of product.

All tools are drop-forged of extra refined steel. Every tool is given a rigid physical test. It must be right before it can leave the factory.



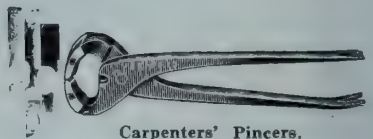
Machinists' Riveting Hammer.



Double Duty Pliers.



Square Head Nail Set



Carpenters' Pincers.

VAUGHAN & BUSHNELL MFG. CO.

2114-2138 Carroll Ave. - - CHICAGO

Eastern Canada Representative:
Mr. Alex. Gibb, 3 St. Nicholas St., Montreal

Western Agents:
L. T. Wall Sales, Ltd., 702 Confederation Life Bldg., Winnipeg

IT PAYS TO SELL GOOD TOOLS

If interested tear out this page and place with letters to be answered.

Brooms
Wrapping Paper
Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



LION BRAND CORDAGE

Established 1825

Is Guaranteed to Give Satisfaction

Rope like Lion Brand can be made only from High Grade Manila Hemp. All pure Manila is not high grade, nor is all Manila Cordage Lion Brand. The various grades of Manila Hemp vary several cents per pound. Lion Brand excels in yardage and strength.

Test Lion Brand; that is the surest way to convince yourself that it is the cordage for you to sell—it satisfies and increases business for the merchant.

It can be only prejudice that prefers foreign inferiority to domestic superiority.

Consumers Cordage Company, Limited

MONTREAL and HALIFAX

Branches at

ST. JOHN, N.B. TORONTO, ONT.

Agents and Stocks:

Tees & Persse Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

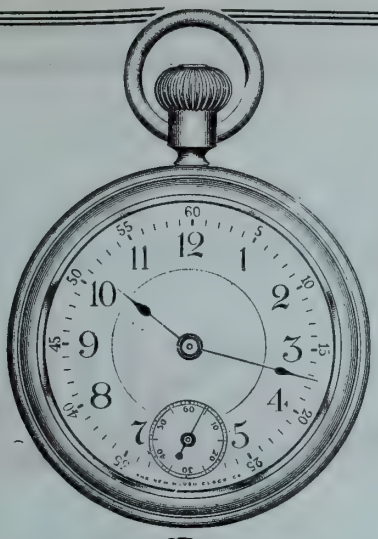
Jas. Bisset & Co., Quebec.

Macgowan & Co., Vancouver.

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BUY

NEW HAVEN



All *Guaranteed*

WATCHES and CLOCKS



ORDER FROM YOUR JOBBER

THE NEW HAVEN JUMP
The Best Low Priced Alarm



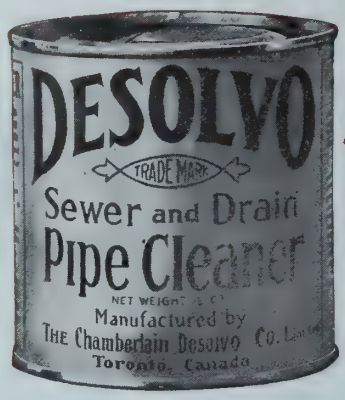
NEW HAVEN TATTOO
One Day Intermittent

Manufactured by the
NEW HAVEN CLOCK COMPANY
New Haven, Conn.
Clock Makers for over 100 years.



NEW HAVEN SIGNAL
8-Day Time, 8-Day Alarm

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Clears Clogged Pipe

DESOLVO AND COLD WATER



Cleans Closet Bowls

Thaws Frozen Pipe Quickly



Desolvo sells continuously because it makes good and brings re-orders from satisfied customers. This handy cleaner for sewer and drain pipes mixes with cold water and generates heat. It thaws out rain water leaders, frozen drains, and soil pipe stacks with perfect safety to pipes and plumbing fixtures.

Your customers like Desolvo and buy it regularly in quantities because they know it does the work quicker, at lower cost, and with less effort.

Twenty years' experience in the chemical manufacturing industry has enabled us to embody in Desolvo all the improvements and progress in modern science and methods of manufacture.

Desolvo quickly wins a permanent place in the regard and esteem of your customers.

It "makes good" so promptly and effectively that it holds your old customers, and, through the rapid spread of its good reputation, constantly gains new ones.

It pays to stock Desolvo; it pays to display it well, and it pays in the ever-increasing volume of quick, easy, profitable sales.



Saves tearing up floors and lawns

Makers of the Famous K.K.

Chamberlain Desolvo Co., Limited

110 Church St., Toronto, Ont.

Does a Better Job in Less Time

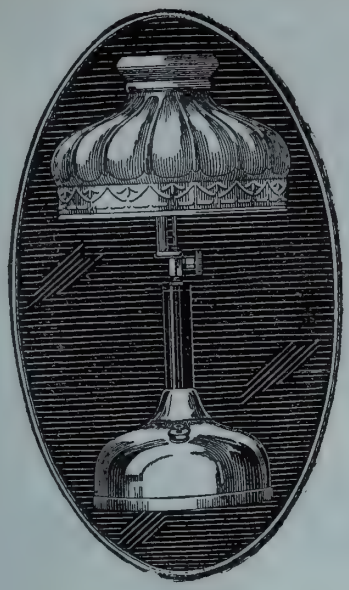


Eastern Canada Representatives:
Richardson & Bureau,
55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative:
L. F. Mayne,
875 Trafalgar St., London, Ont.

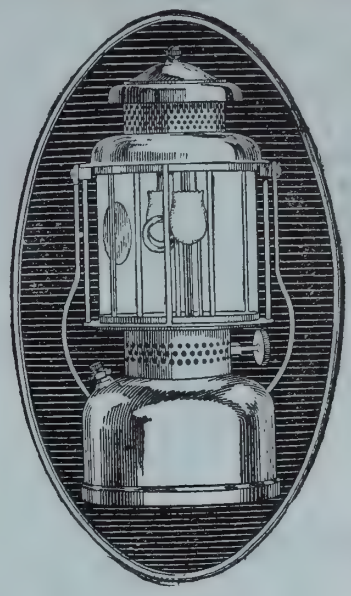
Western Representatives:
N. D. McPhail & Co.,
Standard Bank Bldg., Vancouver, B.C.

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C Q 329
Price $12.50

You Can Now Order



L Q 327
Price $11.00

Coleman Quick-Lite Lamps and Lanterns

(Made in Canada)

From Any of the Jobbers Listed Below:

Murdoch Bros., Ltd., Brandon, Man.
Hudson Bay Company, Calgary, Alta.
Canadian Lighting Co., Edmonton, Alta.
Wood, Vallance, Ltd., Winnipeg, Man.
McLennan, McFeely & Co., Vancouver, B.C.
Rochester Lamp Company, Toronto, Ont.
Western Ltg. Agencies Ltd., Saskatoon, Sask.
Electric Supply Co., Ltd., Hamilton, Ont.
Murdoch Bros. Ltd., Winnipeg, Man.
Caverhill, Learmont & Co., Montreal, Que.
The Nelson Hardware Co., Nelson, B.C.
Starke-Seybold Ltd., Montreal, Que.
Wood, Vallance & Leggett, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Lynch, Parker & Plews, Regina, Sask.
J. H. Ashdown Hardware Co., Saskatoon, Sask.
Bond Hardware Co., Guelph, Ont.
Wood, Vallance Hardware Co., Nelson, B.C.
Miller Morse Hardware Co., Winnipeg, Man.
Western Hardware Co., Ltd., Lethbridge, Alta.
Edwin Chown & Sons, Kingston, Ont.
White & Co., Ltd., Collingwood, Ont.

J. H. Ashdown Hardware Co., Calgary, Alta.
Wood, Vallance & Adams, Calgary, Alta.
Marshall Wells Hardware Co., Edmonton, Alta.
Water Woods & Co., Winnipeg, Man.
E. G. Prior & Co., Ltd., Victoria, B.C.
Gowans, Kent & Co., Toronto, Ont.
Revillion Wholesale Co., Edmonton, Alta.
Porter & Co., Winnipeg, Man.
Cassidy's Limited, Montreal, Que.
D. H. Howden, London, Ont.
Morrison Blackwood Hardware, Moose Jaw, Sask.
Martin, Finlayson, Mather, Vancouver, B.C.
Marshall Wells Co., Ltd., Winnipeg, Man.
Emerson & Frisher Ltd., St. John, N.B.
The Thomas Company, Quebec, Que.
O. H. Warwick Co., Ltd., St. John, N.B.
Merrick-Anderson Co., Ltd., Winnipeg, Man.
Hobbs Hardware Company, London, Ont.
A. Chown & Company, Kingston, Ont.
Rice Lewis & Co., Ltd., Toronto, Ont.
Howland & Co., Ltd., Toronto, Ont.

If you haven't our new catalog, write at once for it and we will send you a free copy, together with latest price list and particulars about our Dealer Co-operation for Merchants and how we help you make sales.

The Coleman Lamp Co., Ltd.

Queen St. East and Davies Ave. - - Toronto, Canada

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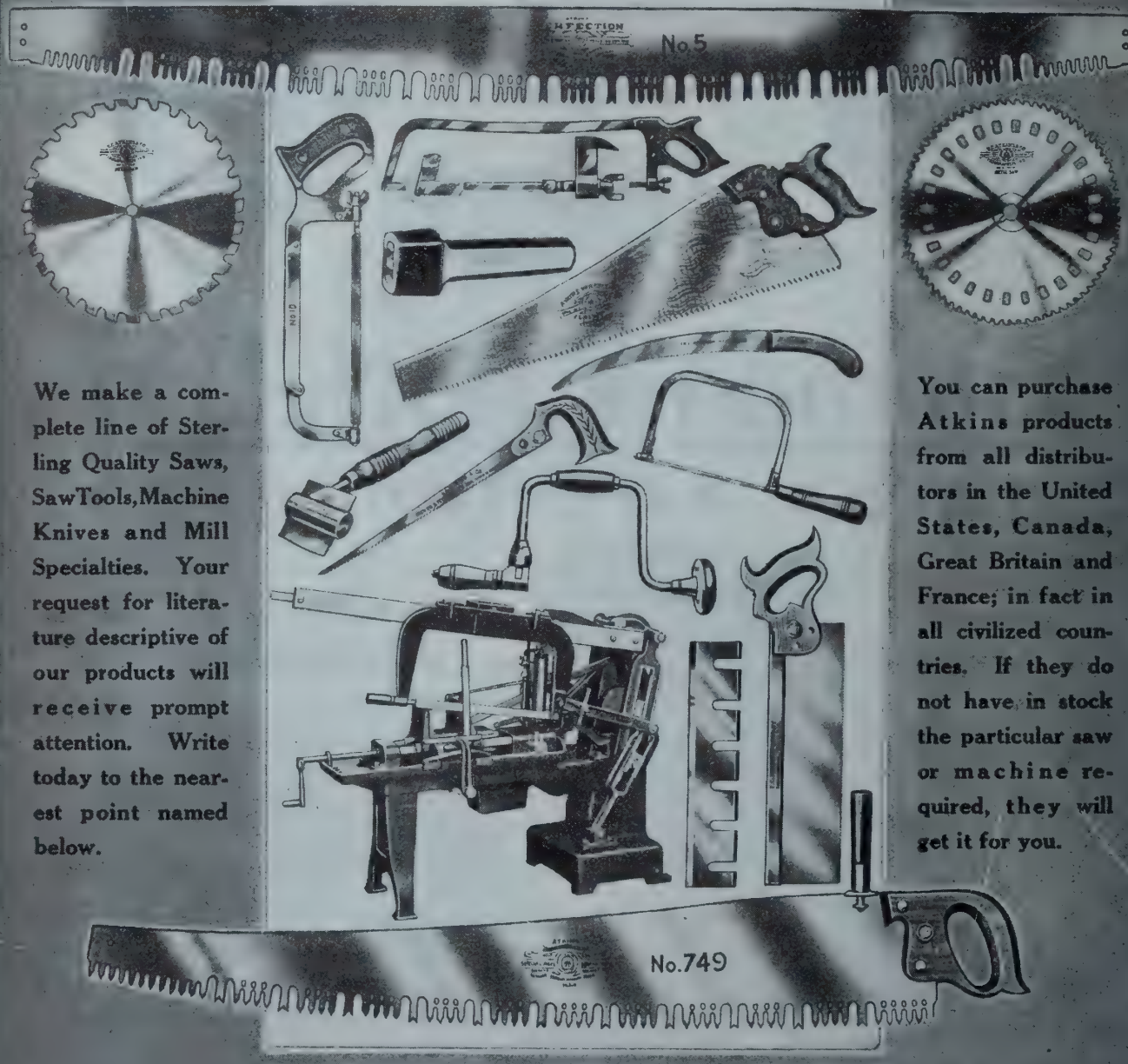
ATKINS

STERLING QUALITY SAWS and TOOLS

A Perfect Saw for every Purpose

"Finest on Earth"

"Finest on Earth"



We make a complete line of Sterling Quality Saws, SawTools, Machine Knives and Mill Specialties. Your request for literature descriptive of our products will receive prompt attention. Write today to the nearest point named below.

You can purchase Atkins products from all distributors in the United States, Canada, Great Britain and France; in fact in all civilized countries. If they do not have in stock the particular saw or machine required, they will get it for you.

If you have difficulty in obtaining Atkins Saws and other products through your regular service, write

E. C. Atkins & Company

Established 1857

Canadian Factory: HAMILTON, ONTARIO

Branch: VANCOUVER, B. C.

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THE LOUIS McLAIN COMPANY LIMITED



Double Boiler
Made in 1, 2, 3, 4 Qts.

A Few of our Many New Designs



Potato Pot
Made in 5 and 6 Qts.

MADE IN CANADA



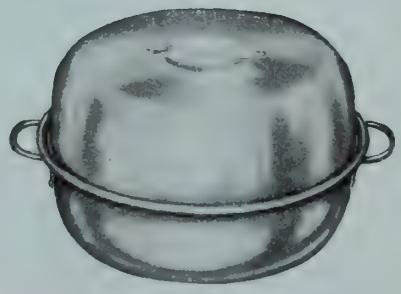
Tea Kettle—Seamless
Made in 4, 6, 8 Qts.



Casserole

"The Louis McLain Line" Aluminum Cooking Utensils

Imperial Measure



Double Roaster
Made in Two Sizes
Extra Heavy

THE LOUIS McLAIN COMPANY LIMITED

Manufacturers of Aluminum Cooking Utensils
General Office and Factories: 2466-2480 Dundas St. W., Toronto, Ontario
Branch Warehouses: Kitchener, Ont., and Winnipeg, Man.

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Chart of Recommendations for AUTOMOBILES

(Abbreviated Edition)

How to Read the Chart

The Correct Grades of Gargoyle Mobiloils for engine lubrication are specified in the Chart below:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

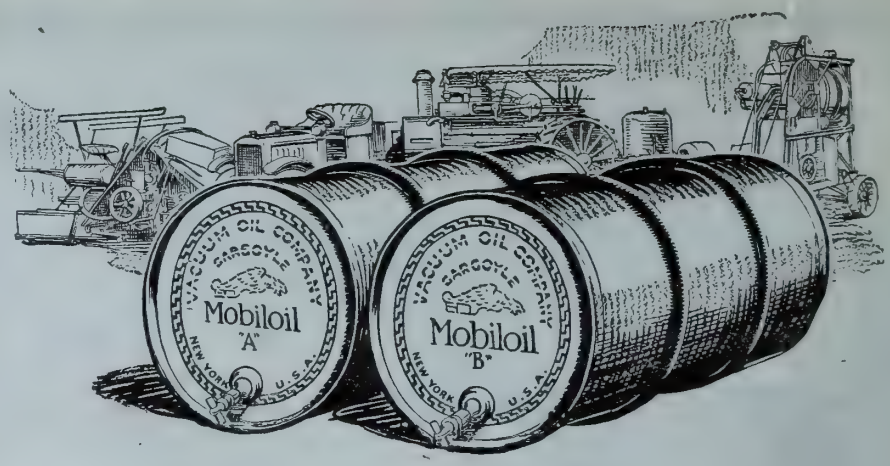
These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and constitutes a scientific guide to Correct Automobile Lubrication.

If your car is not listed in this partial chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for **all** cars.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1920		1919		1918		1917		1916	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Anderson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Briscoe (4 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (6 cylinder)									A	A
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers (6-18)									Arc	Arc
" (6-40)									A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (4 cylinder)			A	A	A	A	A	A		
" (F A)			A	Arc	A	Arc				
" (F B & 1 ton)	A	Arc								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cleveland	A	Arc								
Cole (8 cylinder)									Arc	Arc
" (4 cylinder)	A	A	A	A	A	A	A	A	A	A
Columbia-Detroit	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Cunningham	A	A	A	A	A	A	A	A	A	A
Dixie Flyer	A	Arc	A	Arc	A	Arc	A	Arc		
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Earl	A	Arc			A	Arc	A	Arc	A	Arc
Essex	A	Arc	A	Arc						
Federal (Model S-X)					A	A	A	A		
" (Special)					Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	A	A	Arc	Arc	Arc	Arc
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	A	A	A	A	A	A	A	A	A	A
Grant (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l Model 12)			A	Arc						
" All Other Models	Arc	Arc	Arc	Arc						
Haynes (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cylinder)	A	A	A	A	A	A	A	A	A	A
Holmes	B	A								
Hudson Super Six	A	Arc	A	Arc	A	Arc	A	Arc	A	A
" All Other Models									Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Kissel Kar (Model 48)									A	A
" (12 cylinder)					A	A	A	A		
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Lexington	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	A	A	Arc	Arc	Arc	Arc	Arc	Arc		
Locomobile	A	E	E	E	A	E	E	E	E	E
Mad (6 cylinder)			A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)							A	A	A	A
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cylinder)									A	A
Moline-Knight			B	A	B	A	A	A	A	A
Monroe (Model M 2)									E	E
" " M 3					A	Arc	A	Arc		
" All Other Models	A	A	A	A	A	A	A	A		
Nash Quad	A	A	A	A	A	A				
" (Model 671)					A	A				
" All Other Models	A	Arc	A	Arc	A	Arc				
National (6 cylinder)	A	A	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc
" (12 cylinder)			A	A	A	A	A	A	A	A
Nelson	A	A	A	A	A	A	A	A		
Oakland (8 cylinder)									A	A
" All Other Models	A	A	A	A	A	A	Arc	Arc	Arc	Arc
Oldsmobile (4 cylinder)	A	Arc	A	Arc					Arc	Arc
" (6 cylinder)	A	A	A	A	A	A	Arc	Arc		
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Overland	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Paige (6 cylinder)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Continental Eng.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	A								
Peerless (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models					Arc	Arc	Arc	Arc	A	A
Pierce Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l 5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" " All Other Mod	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	Arc
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Republic									A	A
" (½ ton)									Arc	Arc
" 1 ton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" 1½ ton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
" Com'l All Other Models	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Riker	A	E	A	E	A	E	E	E		
Roamer Model R A							A	Arc		
" All Other Models	Arc	Arc	Arc	Arc			Arc	Arc		
Rock Falls	A	Arc	A	Arc						
R & V Knight	B	A								
Saxon			E	E	E	E	E	E	E	E
Scripps-Booth (4 cylinder)					Arc	Arc	A	Arc	A	Arc
" (6 & 8 cylinder)	A	A	A	A	A	A	A	A	A	A
Selden (4 ton)							A	Arc		
" (6 cyl.)	A	A	Arc	Arc	Arc	Arc				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Stearns-Knight	B	A	B	A	B	A	A	A	B	A
Stewart-Buffalo									Arc	Arc
" (Com'l 1 ton)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" " (1½ up)	Arc	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" " All Other Mod	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A				
Velie (4 cylinder)	A	Arc								
" (6 cylinder)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l 1½ ton)			A	Arc	A	Arc				
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc				
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (16 valve)			A	A	A	A	A	A		
" (3 ton)			A	A	Arc	Arc				
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	A	A	B	A
Willys-Six	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc



Double-Barreled Salesmanship

A profit source which many hardware merchants neglect

THE hardware merchant who analyses his trade soon finds that a considerable percentage of his customers use machinery. Building contractors, manufacturers, farmers, use automobiles and trucks. Many farmers have tractors and other farm machinery constantly in use.

You will do them a real service by pointing out the inefficiency and waste of haphazard lubrication.

What will be the result?

New customers for a very profitable line and increased confidence in you as a merchant of quality products.

The Gargoyle Mobiloils Chart of Recommendations enables you to advise your customers on their lubrication problems. The Chart specifies the correct grade of Gargoyle Mobiloils for every automobile, truck, tractor and motorcycle.

Show your customers the economy of Gargoyle Mobiloils—particularly when bought by the barrel. It will open a new source of profits for you.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

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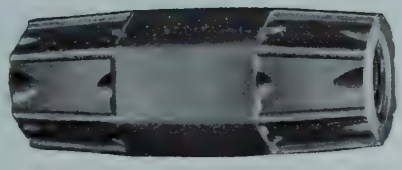
Welded and Forged—
A Solid Coupling

No Wrench slips on the Perfect Hex

To All Who Sell Pump Rod Couplings

There is nothing to be said about malleable couplings. They talk for themselves. Every one who has used them knows their language and you folks who dispense them have listened to their users' ravings.

You know all about them.



Who do you think will buy one of these when he can get a DEMON GRIP—made of **SOLID** steel?

Can you imagine a real hardware man ordering couplings which are shipped to him in a sack—when the words "DEMON GRIP" will bring him forged steel pump rod couplings packed in neat boxes of twenty-five—all ready for display on his shelves? Answer, you can't.

Now! Where is the jobber who will pass up a chance to handle the only rod coupling that gives the CONSUMER the utmost value?

The RETAILER the greatest ease in selling?

And HIMSELF an article, which, because of the two foregoing facts, well advertised, is bound to have a large and constant demand?

Stocks of DEMON GRIP Steel Pump Rod Couplings are carried by the wholesalers listed below:

Beatty Brothers, Ltd.
Marshall Wells Alberta Co.
J. H. Ashdown Hdwe. Co.
Canadian Fairbanks-Morse Co.
Revillon Wholesale Limited.
Ontario Wind Engine & Pump Co.
Marshall Wells Co.
Wood, Vallance, Ltd.
Crane Limited.
Medicine Hat Pump & Brass Co.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul - Minn.

If interested tear out this page and place with letters to be answered.



Silverware Factory, Toronto.

Down-town Show Room, Kent Building, Toronto.

WHEN you are in Toronto we extend an invitation for you to visit our Down-town Show Rooms, which are located in the Kent Building, corner of Yonge and Richmond Streets. This is the centre of the shopping and hotel district, and convenient to all stations. Here you will find a complete display of Canadian Wm. A. Rogers, Limited, Flatware and Hollowware. Make it your headquarters when you are in town.

CANADIAN WM. A. ROGERS, LIMITED

Down-town Show Room, Kent Building

570 King Street West **TORONTO**

If interested tear out this page and place with letters to be answered.



THE Designs illustrated above are a representative selection from the three most popular brands of Canadian Wm. A. Rogers Flatware. Our careful and rigid inspection of each piece and our accurate weighing process, both before and after plating, make it possible for us to fully guarantee all our goods as to perfection in workmanship and silver deposit.

In these three grades you will find designs that are artistic and pleasing, with the quality and workmanship of the best and the prices reasonable.

CANADIAN WM. A. ROGERS, LIMITED
Down-town Show Room, Kent Building
570 King Street West TORONTO

The Highest Grade
FLATWARE
'HEIRLOOM' PLATE
Devonshire Pattern

The Medium Grade of
FLATWARE
1881 ROGERS A1
Lexington, Chippendale, Revere

The Popular Grade of
FLATWARE
W. R.

If interested tear out this page and place with letters to be answered.

ARMCO
TRADE MARK
INGOT IRON
Resists Rust



Look for this blue and gold label on Washing Machines, Refrigerators, Stoves, Enameled Table Tops, and other household utilities.

If interested tear out this page and place with letters to be answered.

There is a Type of Store Where Armco Products Are Sold

The man or woman who buys a refrigerator, a stove, or a washing machine made with "Armco" Ingot Iron is of a certain type.

The manufacturer who puts "Armco" Ingot Iron in his product must make a worthy article—must be a certain type of man—or he would use ordinary metal.

Even the merchant, the dealer who sells Armco products, can be classified generally by that very fact, for we know of no poor article made from this iron.

Therefore, the blue and gold Armco triangle carries with it an assurance of quality, of solid worth, wherever it is found.

During the week of March 21-28, dealers are planning to make special displays of products made of "Armco" Ingot Iron.

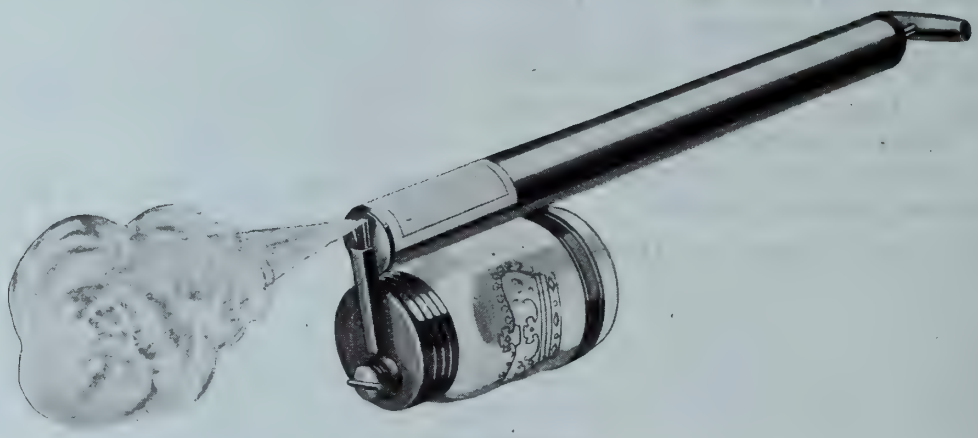
Such nationally advertised products as "Federal Washers," "Sanico Ranges," "Leonard Cleanable Refrigerators," "Buck's Stoves and Ranges," "Eden Washing Machines," "Globe Stoves and Ranges," and "Brascolites," are made of "Armco" Ingot Iron.

The American Rolling Mill Company, Box 335, Middletown, O.



If interested tear out this page and place with letters to be answered.

COLLINS
Sprayers and Poultry Supplies



The Crown



The Sturdy



The Collins Continuous



Handy Whitewash Bucket Pump

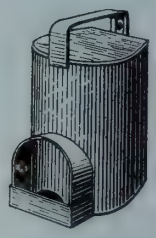


Full line of Poultry Hoppers and Founts



50-Egg Incubators





Collins goods guaranteed.
Write for catalog with latest trade prices.
For sale by jobbers or direct to

THE COLLINS MFG. CO. 331 SYMINGTON AVE. TORONTO

If interested tear out this page and place with letters to be answered.

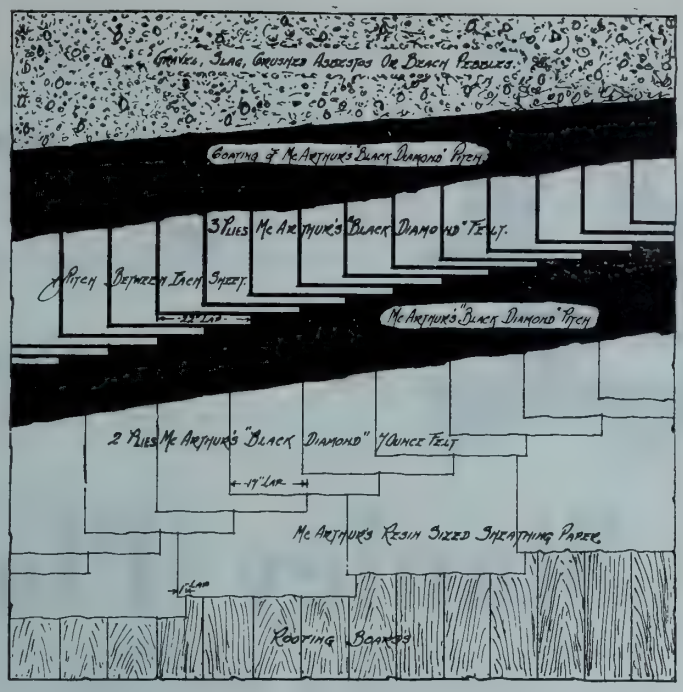


Diagram showing construction of a McArthur's Guaranteed Roof

McArthur's Roofing Standard

All flat-board surfaces shall be covered as follows:—

1st—Lay one thickness of McArthur's Resin Sized Sheathing Paper, or McArthur's Unsaturated Felt, lapping the sheets at least one inch. Nail sheets to roof boarding, only enough to hold in place.

2nd—Over the whole area, lay 2 plies of McArthur's "Black Diamond" seven ounce Tarred Felt, lapping each sheet seventeen inches over the preceding one, and nail as often as is necessary to hold in place until remaining felt is laid. Carry the layers up firewalls and all vertical faces, by not less than eight inches, or as may be specified.

3rd—Coat the entire surface uniformly with McArthur's Straight Run Coal Tar "Black Diamond" Pitch.

4th—Over the entire surface, lay three plies of McArthur's "Black Diamond" Tarred Felt, lapping each sheet twenty-two inches over the preceding one, mopping with "Black Diamond" Pitch the full twenty-two inches in each sheet, so that in no place shall Felt touch Felt. To hold the Felt in place, if nails are used, they shall be covered by at least two plies of Felt.

5th—Spread over the surface, a uniform coating of "Black Diamond" Pitch, into which, while hot, embed not less than four hundred pounds of dry gravel, crushed asbestos, or roofing stone, to each one hundred square feet.

Gravel—The gravel shall be graded, that no particles shall exceed ⅝", or be less than ¼" in size. It shall be dry and free from dirt and dust. In cold weather it must be well heated and dried before using. Crushed asbestos, waste slag, or beach pebbles may be used.

Pitch—The Pitch shall be McArthur's Straight Run Coal Tar "Black Diamond" Pitch.

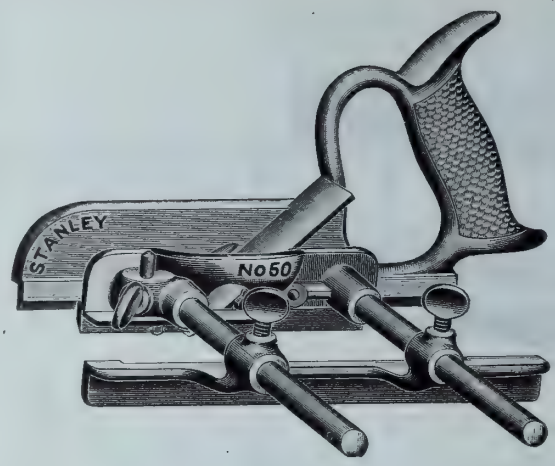
Alex. McArthur & Co. Ltd.

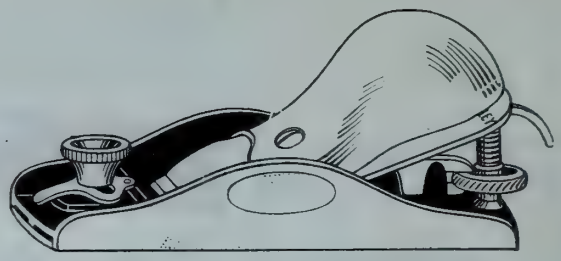
Established 1879

82 McGill Street Montreal, Canada

Write for Literature

If interested tear out this page and place with letters to be answered.





1921 is a Building Year

Stanley Planes

For Greater Sales This Season



Order Early from

Caverhill, Learmont & Co.

Montreal



If interested tear out this page and place with letters to be answered.

"Frost River" REFRIGERATORS

Made of Galvanized Sheet Steel



THE Davidson "Frost River" for many years has been the first choice with everybody who knows its good points. This is our style No. 26. It is made entirely of galvanized steel sheets, the outside finished in beautiful French Grey enamel, while the inside is lined with pure white enamel. The doors are panelled and made of well-seasoned hardwood and fitted with solid brass locks and hinges. Removable rustless tinned wire shelves make for better air circulation and in addition are more sanitary and easier to clean. Large, roomy ice chest ensures greater economy.

This style is also supplied in two smaller sizes.

The "Frost River" always gives satisfaction and consequently always finds a ready sale.

Full particulars and prices sent on request.

The Thos Davidson Mfg Co Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

We shall be glad to give you information and prices on Steel Castings, Galvanizing, Stoves, Ranges, Enamelled Ware, etc.

DAVIDSON'S Refrigerators MADE IN CANADA THE THOS DAVIDSON MFG. CO. THE SEAL OF DURABILITY

DAVIDSON



Razors That Are Made To Strop
and Strops that are made for Razors

Every man should strop his razor blade every time that he shaves.

Stropping is not really sharpening. It is the process of straightening out or aligning the little steel particles that are like minute teeth along the edge.

Unless the razor is stropped its edge is not as extremely keen as all shaving edges must be to leave the face cool and comfortable.

GENCO RAZORS
Are made to Strop

Every Genco Razor, whether for heavy beard or light beard, rugged skin or tender skin, is so ground that it will strop easily and perfectly.

The accurate angle of the bevel and thickness of the back guide every Genco to the proper position on the strop.

GENCO STROPS

The best shaving edge can be easily ruined on a poor strop.

Genco Strops are made from the highest grade materials selected for their delicate abrasive qualities.

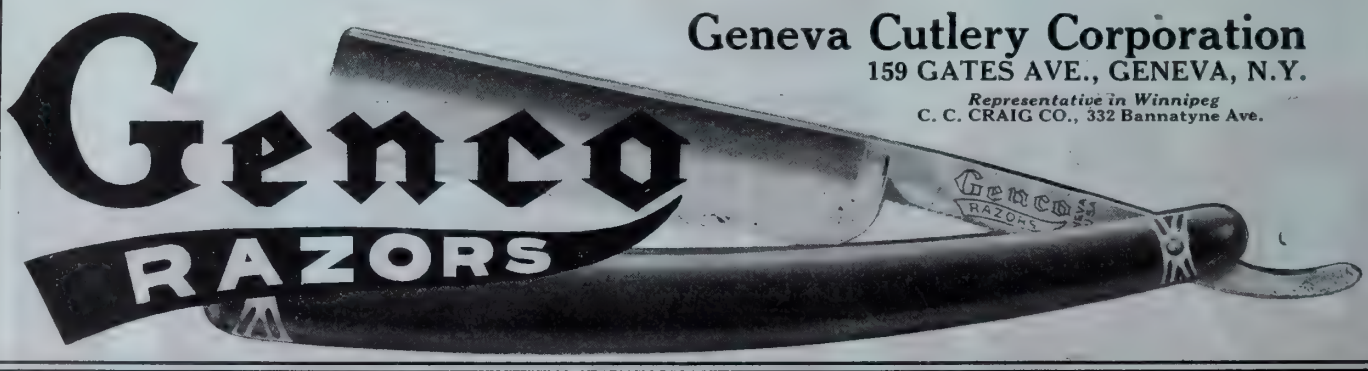
There is an adequate line including a variety of styles and sizes.

THERE IS A GENCO RAZOR FOR EVERY KIND OF BEARD AND SKIN

Sell every customer the razor that will shave HIM and the strop that will keep the razor in shaving condition. Place a Genco assortment of razors and a stock of Genco strops and Hones in a conspicuous position in your store. Free display material is supplied. Order from your Jobber or write us.

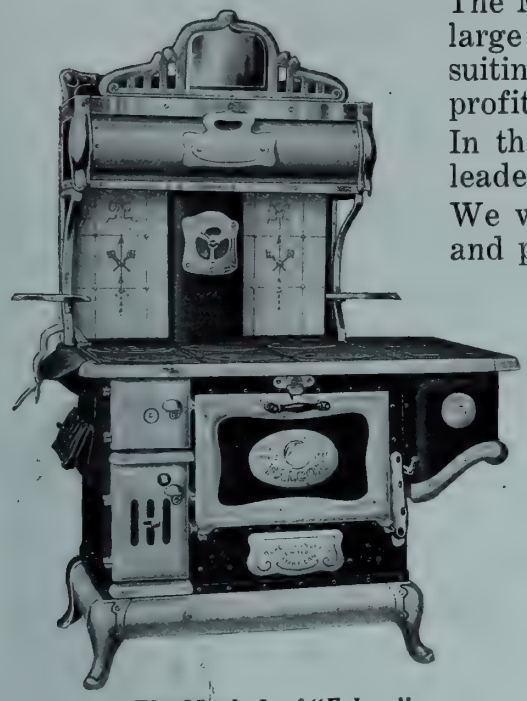
Geneva Cutlery Corporation
159 GATES AVE., GENEVA, N.Y.

Representative in Winnipeg
C. C. CRAIG CO., 332 Bannatyne Ave.



If interested tear out this page and place with letters to be answered.

Ranges of Spirit and Class



The Maple Leaf "Falcon"

The Maple Leaf line of ranges, stoves and furnaces is large and varied—covering every known want and suiting all tastes. It offers unequalled possibilities of profit to the wide-awake dealer.

In these three pages we will mention a few of the leaders.

We will be pleased to send full illustrated catalogue and price list on request. Let us hear from you.

Maple Leaf "Falcon"

This is a range that stands in a class by itself. It has every possible improvement and convenience that a woman can want. It is one of the most desirable and quick selling kitchen ranges for sale to-day.

It has a durable duplex grate—large fire-box with perpendicular linings—sliding direct damper—lift-up front key plate—it is handsomely designed with heavy, smooth nickel trimmings.

It is made in two sizes with 18 in. and 20 in. oven. The "Falcon" heats quickly, evenly and will do perfect cooking and baking at all times.

Maple Leaf "Pride" Range

This range is a general favorite, because of its lifelong construction and value. It has earned an enviable reputation for quick, perfect baking and has a very large and ever growing list of satisfied owners.

It is compactly built—handsomely trimmed—fire-box grates and top of standard construction—with a heavy base and legs which give the "Pride" a pleasing, substantial appearance.

Maple Leaf "Pride" Range with high shelf. Several styles of closets and shelves to select from.

Note—We want dealers everywhere.

The manufacturer of Maple Leaf Stoves, Ranges and Furnaces is going ahead everywhere by leaps and bounds.

Our dealers now extend from coast to coast. But there are still many sections where we have no representative. Write us to-day and secure the Maple Leaf products for your section.



The Maple Leaf "Pride"

BEACH FOUNDRY LIMITED

Head Office: OTTAWA

Branches at WINNIPEG and VANCOUVER

If interested tear out this page and place with letters to be answered.

Heaters of Reliability and Efficiency



In a climate subject to severe weather changes and where the Winters are particularly cold and long—an efficient heater is of prime consideration.

The Maple Leaf heaters are especially designed to produce the maximum of heat with the minimum of effort.

Maple Leaf "Quebec" Heaters

For simplicity and effectiveness there is nothing that quite equals the "Quebec" heater. The Maple Leaf line is fully guaranteed and we can show a very large assortment of styles and sizes—both plain and ornate. These are made with a choice of either triangular or draw-centre grates.

"Quebec" heater with grates as illustrated.

No. B 23—diameter of body 11½"—height 32".
No. B 24—diameter of body 13½"—height 36".
No. B 25—diameter of body 15½"—height 39".



Maple Leaf stoves, ranges and furnaces will make money for you.

Maple Leaf "Quebec" Parlor Heaters

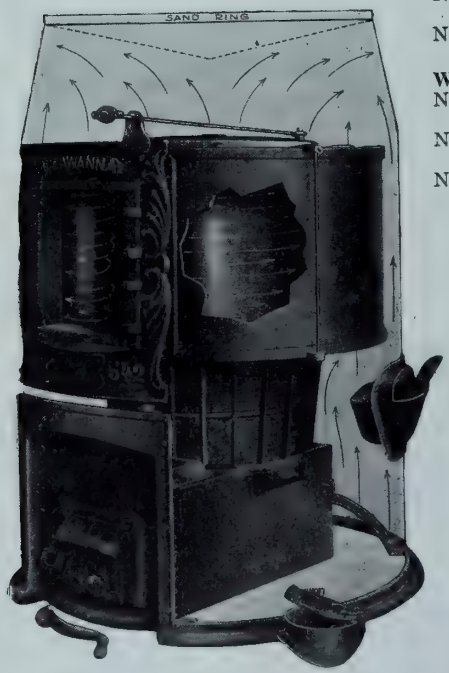
A little more ornate—with or without grates—simple top and foot rails.

Without Grates.

No. B33—diameter of body 11½"—height to base of urn 35¼".
No. B34—diameter of body 13½"—height to base of urn 35¼".
No. B35—diameter of body 15½"—height to base of urn 35¼".

With Grates.

No. B43—diameter of body 11½"—height to base of urn 35¼".
No. B44—diameter of body 13½"—height to base of urn 35¼".
No. B45—diameter of body 15½"—height to base of urn 35¼".



Maple Leaf "Lackawanna" Furnace

This furnace is built for all occasions and has a heating capacity of 9,000 to 70,000 cubic feet, according to size, whether the building be a residence, church, hall or store. It is of low-down construction.

Note how the arrows indicate the currents of draft and how the products of combustion travel to the front of the radiator and divide to go around both sides to smoke outlet at the back.

The radiator of the "Lackawanna" has horseshoe-shaped flues—the ash-pan is exceptionally large with square back—and the grates are triangular anti-clinker type, extra strong and will not become clogged or immovable.

Note—It will pay you to investigate these furnaces.

BEACH FOUNDRY LIMITED

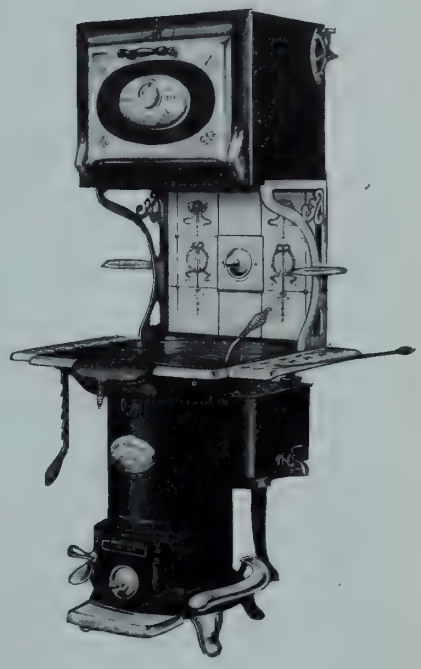
Head Office: OTTAWA

Branches at WINNIPEG and VANCOUVER

If interested tear out this page and place with letters to be answered.

Two Beauties—Unique and Unusual

In the Maple Leaf line we are always striving for perfection. We are never satisfied until we have absolutely the best appliance possible to do the particular work it is designed to do. An example of this are these two Maple Leaf ranges. Each of them perfect in its kind.



The Maple Leaf "Composite" Range

A heating, cooking and baking stove which is the last word in efficiency—possessing all the points which bespeak quality, economy and service. It combines the perfect combustion features of the "Quebec" heater with a perfect kitchen range for cooking or baking. It is economical in space, allowing you to do the family cooking on the home heater. It burns either wood or coal.



Here's a New One!

Maple Leaf "Thatsit" Range

Here is our latest effort in a combination heater and cooking range. It is a dandy. It is constructed on the idea that the woman who is looking for absolutely the best stove for all purposes will, on seeing it, immediately say, "That's it." It is based on the Quebec heater, but has a full-sized 6-hole range top. The size of the top, exclusive of reservoirs, is 23 x 33½. The heat units are so controlled that whether the heat is on or off the oven, the fire must pass under all six covers. The oven is 13¼ x 11½ x 20″ deep with drop door, balanced spring type—friction catch—non-heating handle and thermometer. The stove is fitted with broiler lift and pouch feed door. Cast iron under top extends over top of oven. Copper reservoir—with or without warming closet.

The pipe in the warming oven passes up the back instead of through the closet, giving more space on the top of the stove and more space in the cupboard of the warming closet.

We will be glad to send you further particulars on any of these ranges, stoves or heaters and also would be glad to receive enquiries about anything in the stove line.

BEACH FOUNDRY LIMITED

Head Office: OTTAWA

Branches at WINNIPEG and VANCOUVER

If interested tear out this page and place with letters to be answered.



1921 HELPS FOR McCLARY'S DEALERS

The battle is on for 1921 business. The Consumer is cautious. Sellers are alive to the fact that Merchandising helps are needed to stimulate buyers. Attraction is the first step to favorable consideration. The cut-outs and window transparencies shown here are being supplied to McCLARY'S progressive dealers. They will help to make sales. Sales when including McCLARY'S "Good Stove and Cooking Utensils" bring satisfaction. Step into the front rank. Secure the honors which bring you steady business. It will mean success in a "buyers" year. Other helps are coming. Look for them. Use them. Co-operation is team work and team work wins.

Our nearest Branch is well posted. Write to-day if you are seeking information.

If interested tear out this page and place with letters to be answered.

OUR JUSTIFICATION

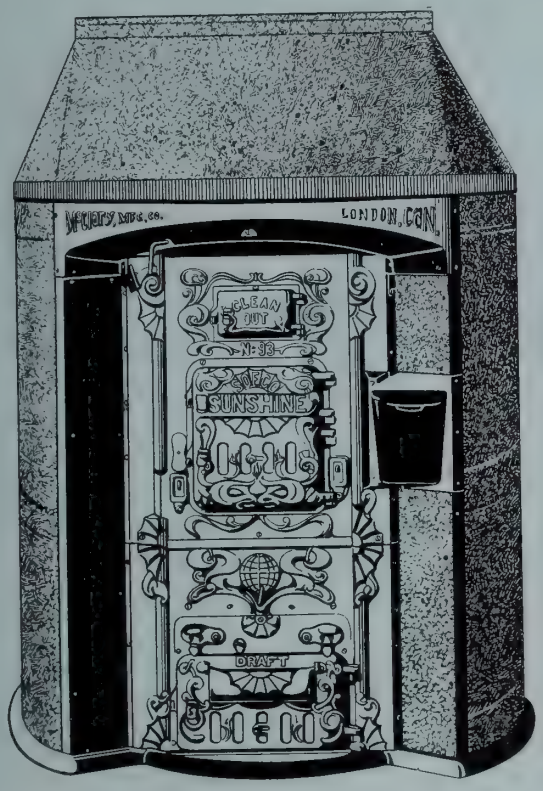
THREE or four years ago we commenced the production of the one register pipeless system Furnace. With characteristic patience we devoted days, months and years in testing casings. We knew our Furnace was right. We determined to have a casing that we knew would be right. We enlisted all the heating engineers of the organization. Proposals and counter proposals were made. Finally a standard was decided upon and the decision made. **The result is an achievement.**

A long wait has been more than justified. We are satisfied that we now have a casing that will cover every requirement. It is the right casing for the right Furnace.

Production has been centered upon two one register pipeless Furnace.

The SOFCO SUNSHINE, all cast—and the RADIUM

These two Furnaces with the new casings are now ready for shipment. Orders and enquiries will receive prompt and courteous attention.



The Sofco Sunshine One Register Furnace

This is an all cast Furnace. It is very heavy of course and will resist the corroding effect of gases from any grade of soft coal. You can particularly recommend it for soft coal. It is a powerful heater, yet like our regular Sunshine pattern, does save fuel. Straight sides two-piece firepot with famous cup joint. Rigid dome and radiator with special circulating system. A substantial Furnace capable of unusual results both in heating and long life.

The Radium One Register Furnace

The Radium Furnace, so well known to the trade, is with the aid of the new Casing, a one register system that will sell to the buyer who is not prepared to pay the higher price of the "Sofco Sunshine" one register Furnace. It is thoroughly sound in its entire construction. Sell it to the buyer who desires a high grade furnace at a medium figure.



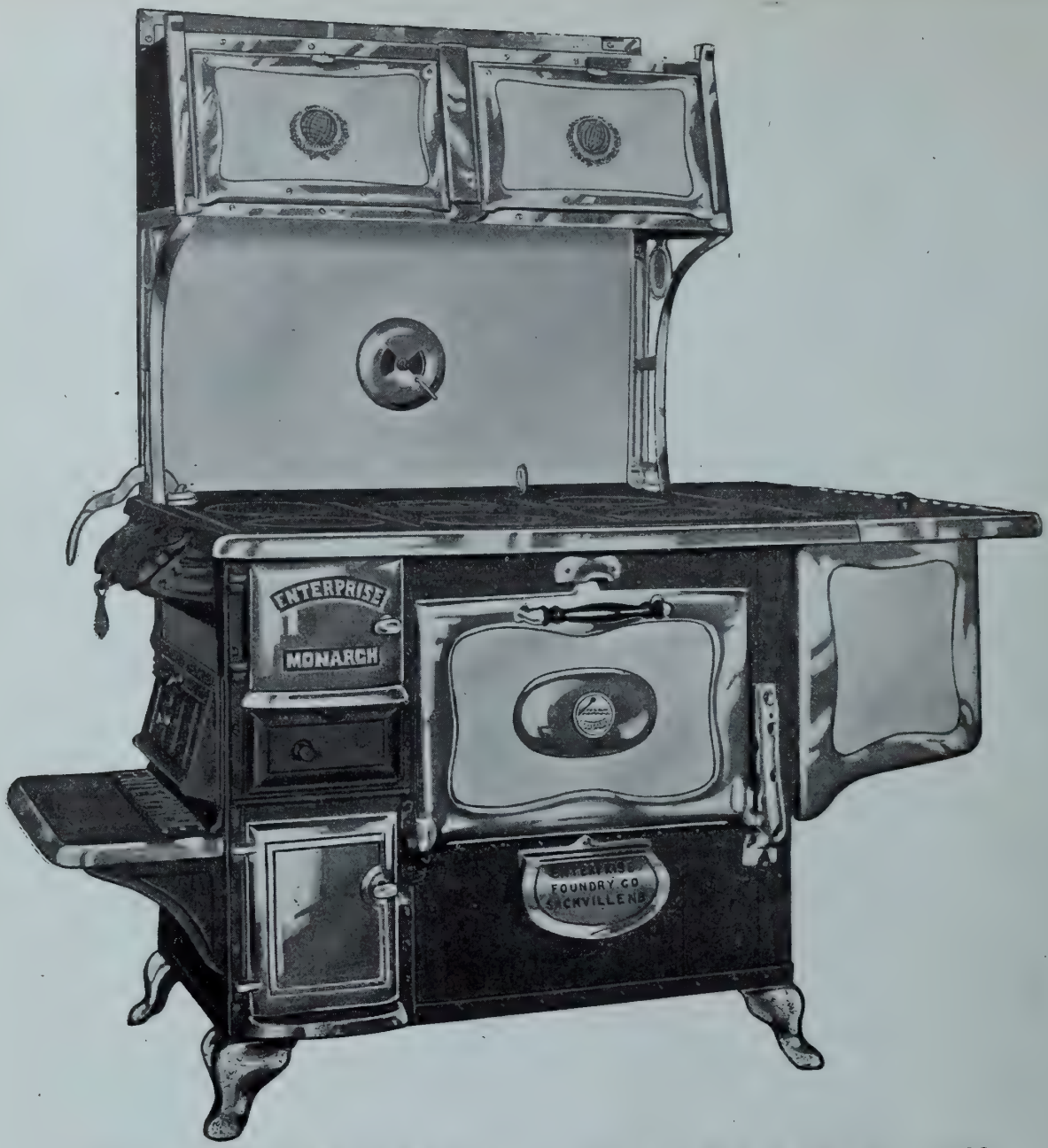
McClary's

"Make Good Stoves and Cooking Utensils"

Head Office and Works: London and Montreal

Distributing Warehouses:
London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.
Hamilton, Calgary, Saskatoon, Edmonton

If interested tear out this page and place with letters to be answered.



"ENTERPRISE MONARCH"

THE QUALITY MARK OF SUPREME EXCELLENCE

The heart of every Enterprise product, be it stove or furnace, is sturdy and strong. The test of time brings this out clearly and but emphasizes the quality of these goods, built for superservice. At least a generation of comfort and economy is built into each one. Wherever they are sold enduring and enthusiastic friends are made—steady buyers for more of your good merchandise. We make a large variety of stoves and ranges and both pipe and pipeless furnaces. Literature will be gladly sent to anyone interested. Write for it.

THREE LETTERS WHICH CAME IN LAST MONTH

Will you please ship me one stove back for a No. 9-18 Enterprise Monarch Stove? It is in three sections. Might say have used the stove fourteen years and this is the first expense to be put on it.

George R. Whitman,
Lawrencetown, N.S.

In the fall of 1907 I purchased a No. 8-20 Enterprise Monarch. It has been working beautifully ever since, and the only repairs necessary has been the centre section of the back lining in the fire-box.

T. E. Girvan,
Halifax, N.S.

I am writing to ask you if it is possible for me to get a fire back for my kitchen stove, Enterprise Royal Art No. 8-20, bought 1890. If so, let me know by return mail, and how much it will cost. My stove is good, but the fire back has burned through.

Mrs. C. R. Mullins,
Somerset, N.S.

THE ENTERPRISE FOUNDRY CO., LTD. - SACKVILLE, N.B.

WESTERN DISTRIBUTORS:

J. H. Ashdown Hardware Co., Ltd.,
Winnipeg, Saskatoon, Calgary.

W. T. McArthur & Co., Ltd.,
Vancouver.

If interested tear out this page and place with letters to be answered.

ENTERPRISE
BLAZER
PIPELESS FURNACE

From the start the Enterprise Blazer Pipeless Furnace has met with unusual success. Each installation has built a community of friends. When people see the Enterprise and hear of its comfort and simplicity, they want this remarkable heating system for themselves.

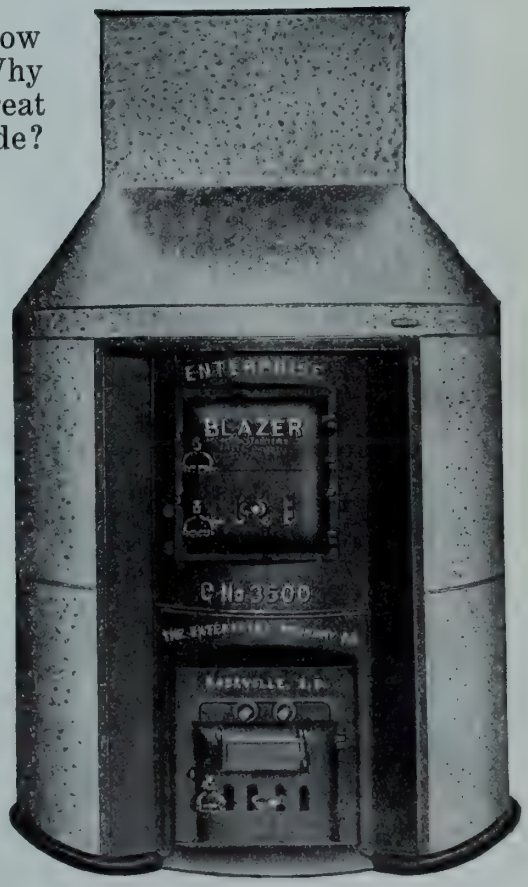
And so a rapidly growing demand has been built, and many hundreds of installations have already been made. Large homes and small, churches, stores, factories—it heats them all.

Mr. Dealer---Think of the Opportunity!

Aggressive merchants in many parts of Canada are selling this furnace and each day their enthusiasm for it grows. Its sale is becoming a big thing in their business—big in volume and in profits.

THE MARKET is almost every home and also stores, churches and other buildings. **THE PROFITS** are exceptionally attractive. **THE FURNACE IS RIGHT,** as the quality and design are Enterprise throughout—hence distinctive, effective and built to endure.

This is a Pipeless Age. If you are not now selling a Pipeless Furnace, you will next year. Why wait until your competitor has secured the great advantage of getting the first grip on the trade? Now is the time for you to get into the game, and get into it right. The furnace for you to handle is the ENTERPRISE BLAZER PIPELESS—a thoroughly tried and tested furnace, built to endure and turned out by a firm, who for over a generation in Canada have been recognized as making good goods only.



Get in touch with us at once and let us give you the details. You are face to face with a great opportunity. Take advantage of it and write us to-day.

THE
ENTERPRISE FOUNDRY CO.
LIMITED

Head Office and Factory: Sackville, N.B.

Makers of High-Grade Stoves, Ranges, Furnaces and Fire-Place Fittings

If interested tear out this page and place with letters to be answered.

BAN



The Banner Pipeless Furnace brings your customers better heating service at lower cost, and does away with the mess and trouble of overhead pipes.

Pipeless Furnace

The Banner Pipeless differs from other furnaces in that it has two casings—the outer casing taking the place of the usual cold-air flue. The warm air rises directly to a larger register over the top of the furnace. This register is divided into two parts, the centre part serving as a warm air register. The outer part acts as a cold air register, drawing cold air down the flue which is formed by the outer casing of the furnace. The outer cold air flue keeps the outer casing always cool, so that it is quite safe to keep vegetables and fruit near the furnace. A warm house and a cool cellar is the result.

Write for Catalogue

Many Good Towns are Open

BANNER STOVES AND FURNACES

The Galt Stove &

GALT

If interested tear out this page and place with letters to be answered.

NER

Combination Range

The appearance of the Banner Combination Range has not been neglected. It is made in seven distinct styles, finishes and equipments. It is modelled along stately lines, and is a very attractive stove.

The special style of Banner Combination Coal and Gas Range is adaptable to any place desiring to use either or both kinds of fuel. It keeps the kitchen warm in winter and cool in summer, takes little space, and delights housewives with its perfect baking. The Banner gives the maximum heat and service for the minimum amount of fuel and labor.



Banner Combination Range, black and plain, high closet, artificial gas.

and Interesting Literature

for Sole Agency Proposition

Furnace Co., Limited

ONTARIO

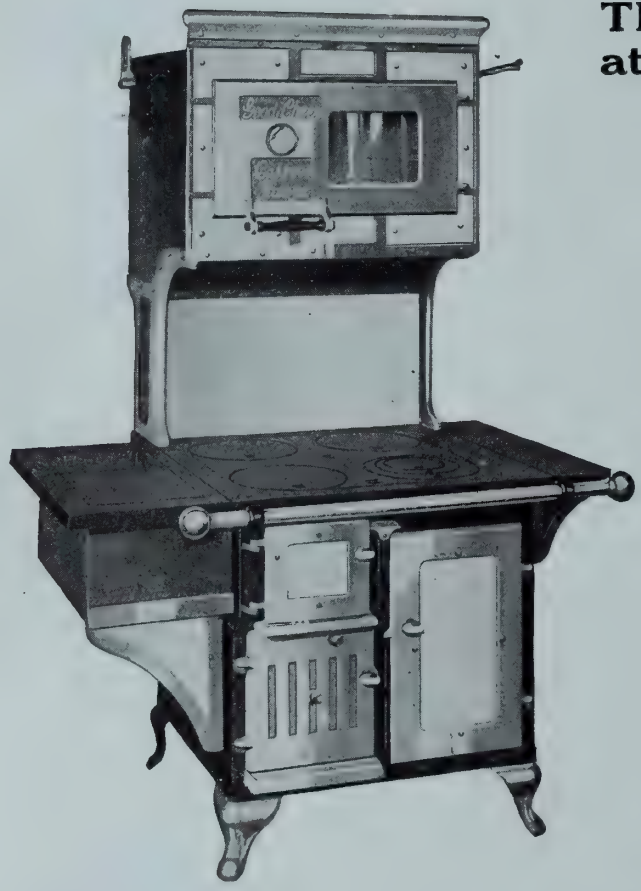
BANNER STOVES AND FURNACES

If interested tear out this page and place with letters to be answered.

"GOOD

A Beautiful, Modern,

With Elevated Oven



The handsome appearance attracts favorable attention

"Good Cheer"

WITH ELEVATED OVEN
White or Blue Enamel Trim
Polished Top and No Blackleading
Made in 4 and 6 hole Sizes
A MODERN KITCHEN UTILITY

Completeness in kitchen appointments appeals to-day as never before, and, with a "Good Cheer" Cabinet at hand on the store floor the salesman's opportunity of developing and clinching sales of them, could hardly be more favorable.

The James Stewart

Woodstock

Metals Limited
Calgary and Edmonton, Alta.

The James Stewart Mfg. Co., Ltd.
156 Lombard St., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

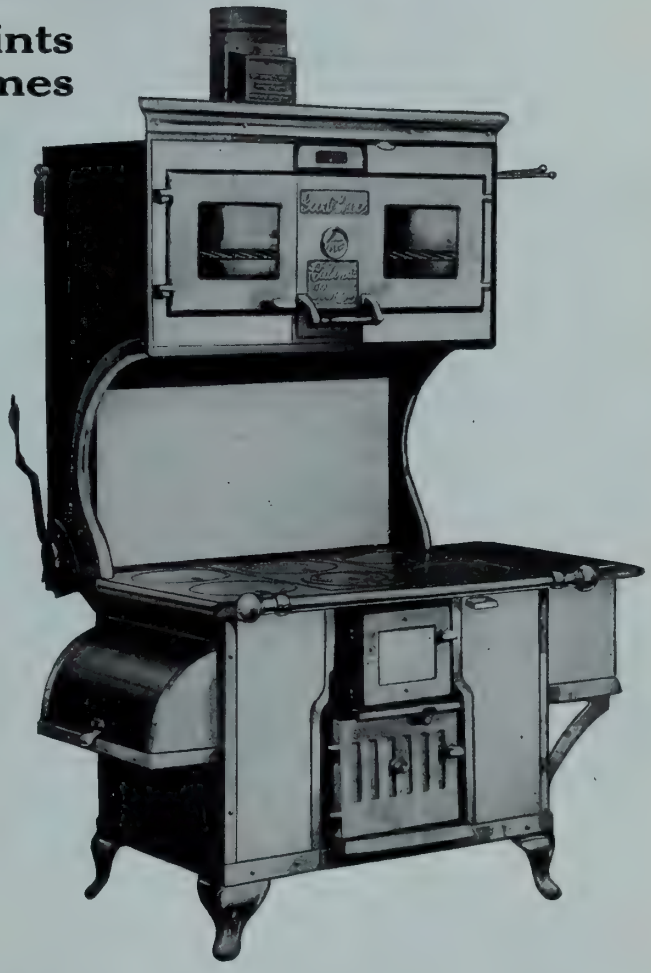
CHEER"

Efficient Cabinet Range

For Coal or Wood

These convincing selling points put "Good Cheer" in the homes

To begin with, everyone is favorably impressed with the range at sight, and a most convincing line of talk comes naturally when one grasps how many really good points there are to talk about: Visible Oven (no more stooping or bending); Polished Top (no more blackleading); White or Blue Enamel Trim; A Real Hot Copper Reservoir; Roomy Warming Oven; Hot Blast Economizer; Lever Lift on Large Size; Instant Flue Cleaners; 26″ and 30″ Wood Lengths; Handy Towel Bars; Heat-proof Glass; Oven Thermometer; a Good Heater and a Guaranteed Baker with either Coal or Wood.



Mfg. Co., Limited

Ontario

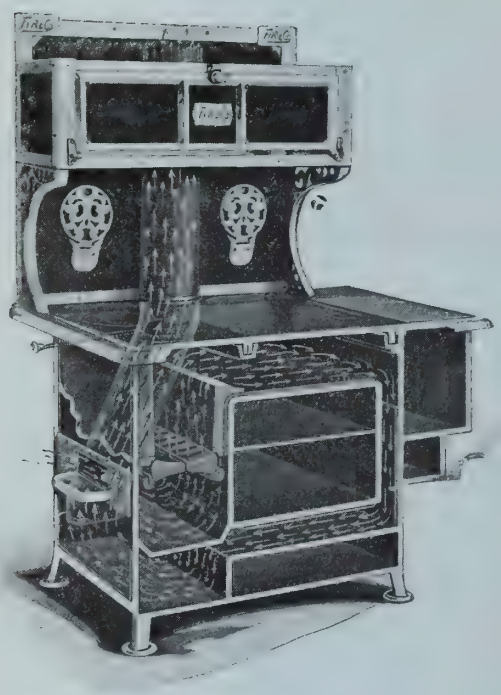
McLennan, McFeely & Co., Ltd.
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

FiReCo REGD

Ranges & Heaters

"Different from all Others"



Economy, Efficiency Sanitation, Simplicity

are combined in the FiReCo Range. That this combination is appreciated is proved by the continual sales of this Range, experienced by hardwaremen, everywhere. FiReCo saves fuel because it conserves heat; makes combustion complete; prevents flues being filled with soot; gives absolute control of the fire and no gas can escape from the range; it requires 50 per cent. less labor to operate with 50 per cent. less ashes to struggle with, and it gives its delighted owners 100 per cent. more cooking and heating satisfaction.

A careful and unbiased calculation of kitchen ranges proves that the saving of 50% of fuel increases the value of the range by $200. FiReCo is the answer to your stove question this Winter.

The Hall-Zryd Foundry

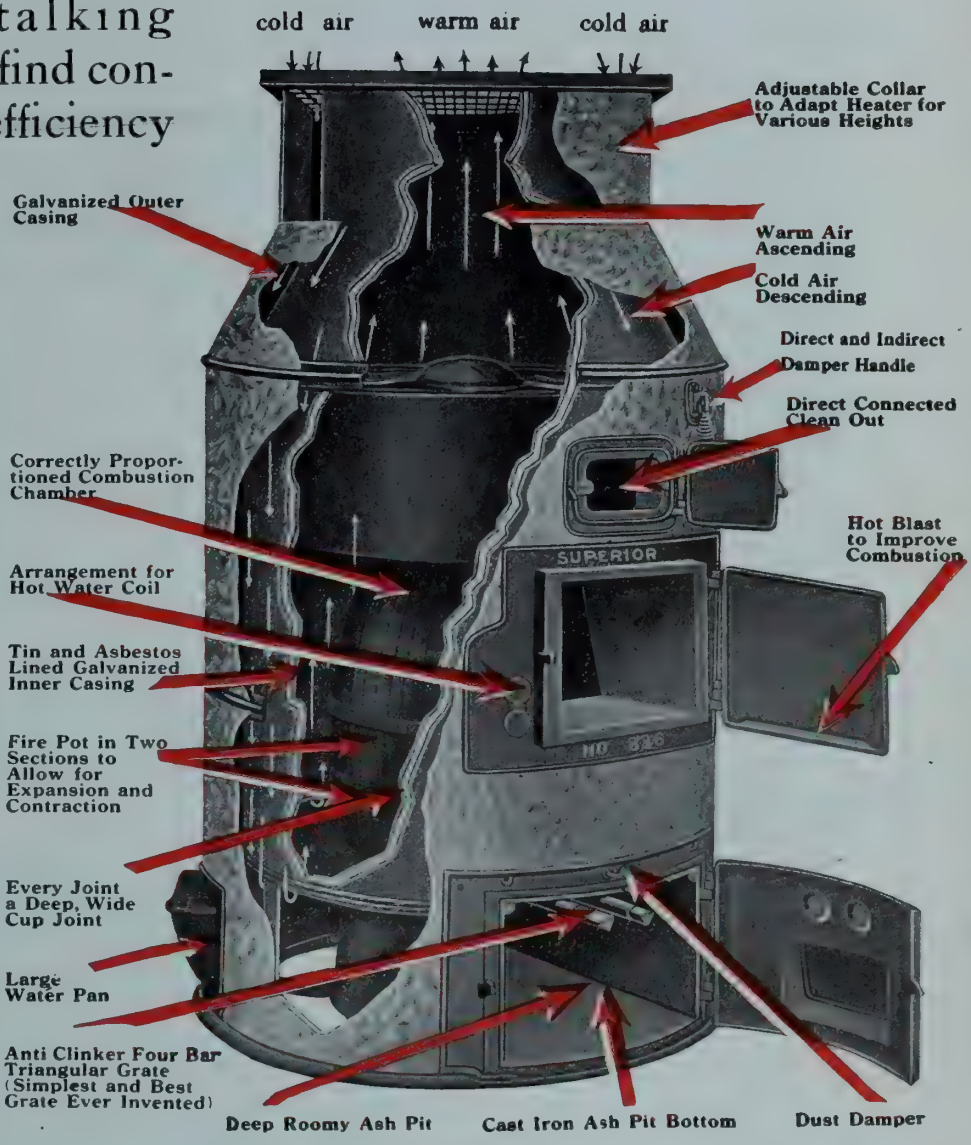
Hespeler,

Winnipeg Branch

If interested tear out this page and place with letters to be answered.

Pilot Superior Pipeless

Read this list of talking points and you will find convincing proof of the efficiency of the Pilot Superior Pipeless. Easy and inexpensive to instal; only one opening to be cut in the floor; no network of pipes; takes the cold air from the house and keeps the warm in; keeps the floors warm for children and the cellar cool for storage; Dependable, Reliable, Sanitary.



Company, Limited

Ontario

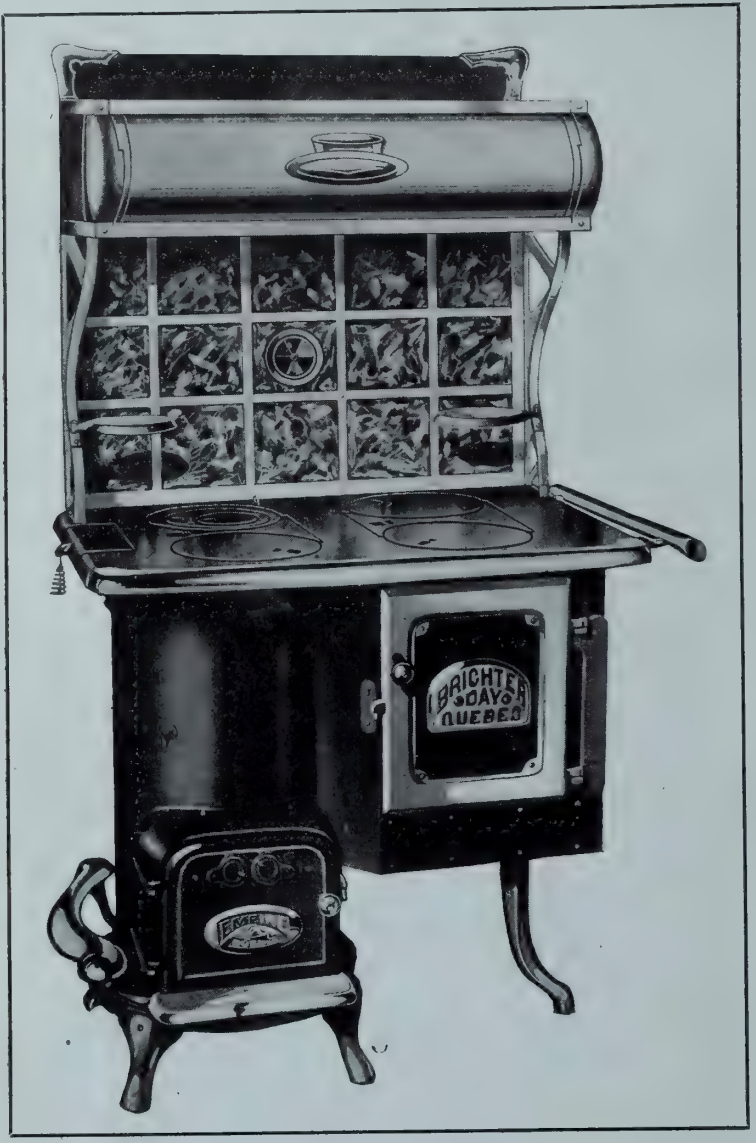
P. O. Box 687

Save 25% on Fuel Bill

The Pilot Superior Pipeless heats the house evenly throughout with abundance of heat and saves 25 per cent. on the fuel bill. The comfort and convenience derived from the Pilot Superior is worth many times the purchase price. Dealers will find this efficient furnace a profitable line to sell.

If interested tear out this page and place with letters to be answered.

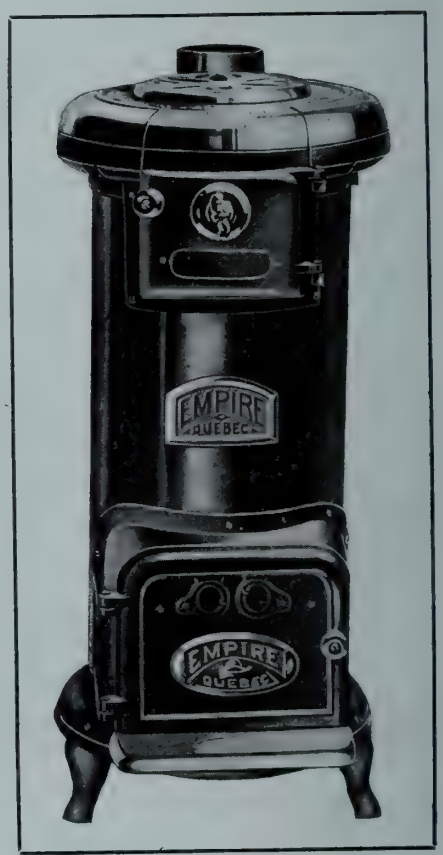
EMPIRE QUEBEC HEATERS



Brighter Day Quebec

with roller grates, six-hole top, 12½-in. oven, can be equipped with large copper reservoir; also made without grates.

Write for Catalogue and Prices



Made in sizes with revolving grates— No. 30, No. 40, No. 50, and No. 60.

Without grates—No. 122, No. 133, No. 144, No. 155, No. 166.

Two-hole top with grates—No. 230, No. 240.

Two-hole top, without grates— No. 213, No. 214.

With flat grates—No. 300, No. 400.

Empire Stove & Furnace Co., Limited

Head Office and Foundries

OWEN SOUND, ONTARIO

Branch:

521 Henry Ave.

WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.

THE EMPIRE KING FURNACE

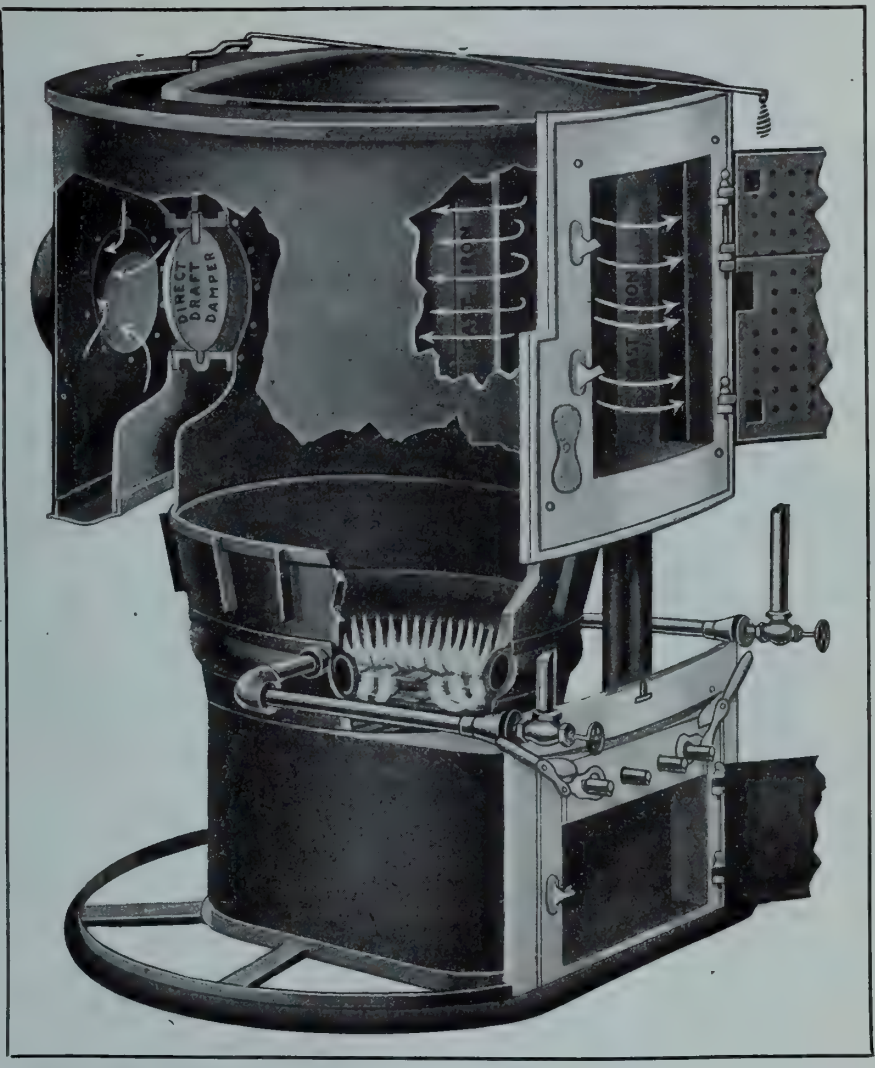
is an excellent Furnace and gives splendid results; burns wood, coal, coke or gas.

Made in the following sizes:

No. 200 No. 300
No. 400 No. 500

If you handle Empire King Furnace you will have satisfied customers.

We guarantee our Furnaces.





We make a complete line of Sidewall and Floor Registers.

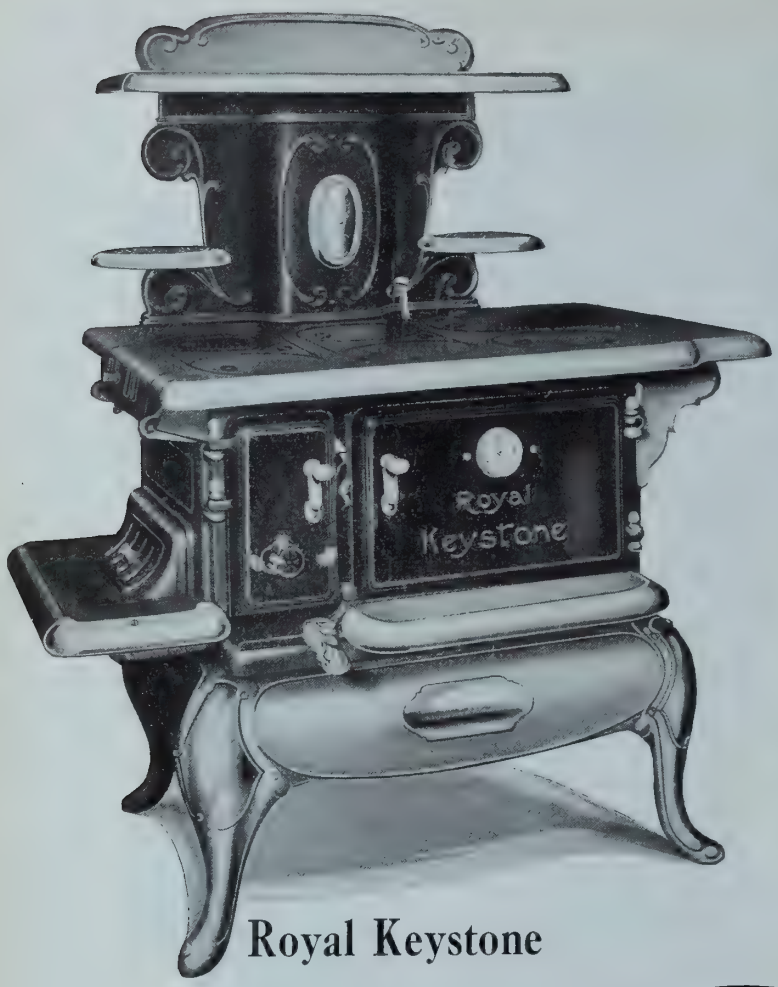
Write for Catalogue and Prices

Agents:

Montreal Supply Co.
16 Craig St. W.
MONTREAL - QUEBEC

Empire Stove & Furnace Co., Limited
Head Office and Foundries
OWEN SOUND, ONTARIO

If interested tear out this page and place with letters to be answered.

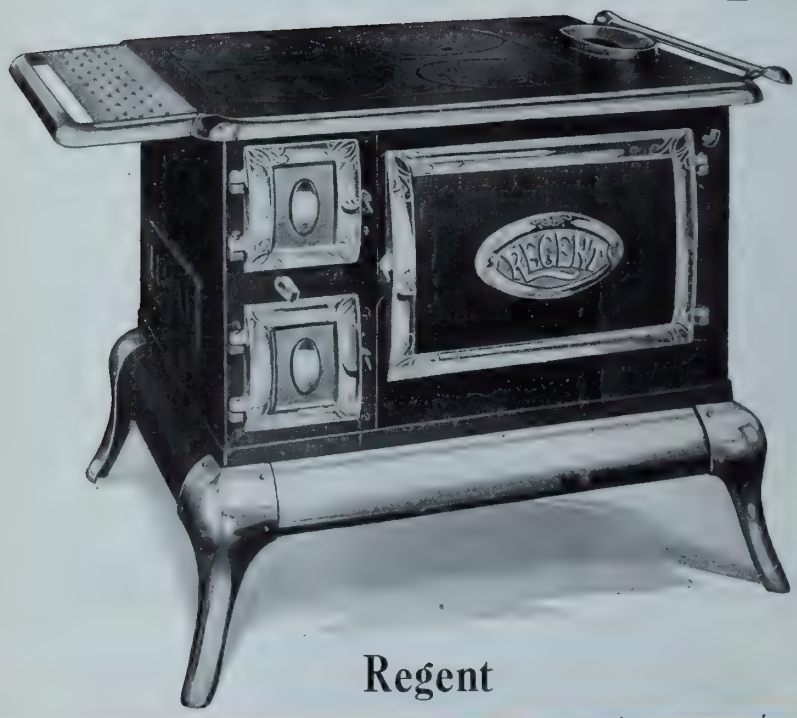


Royal Keystone



Royal Standard

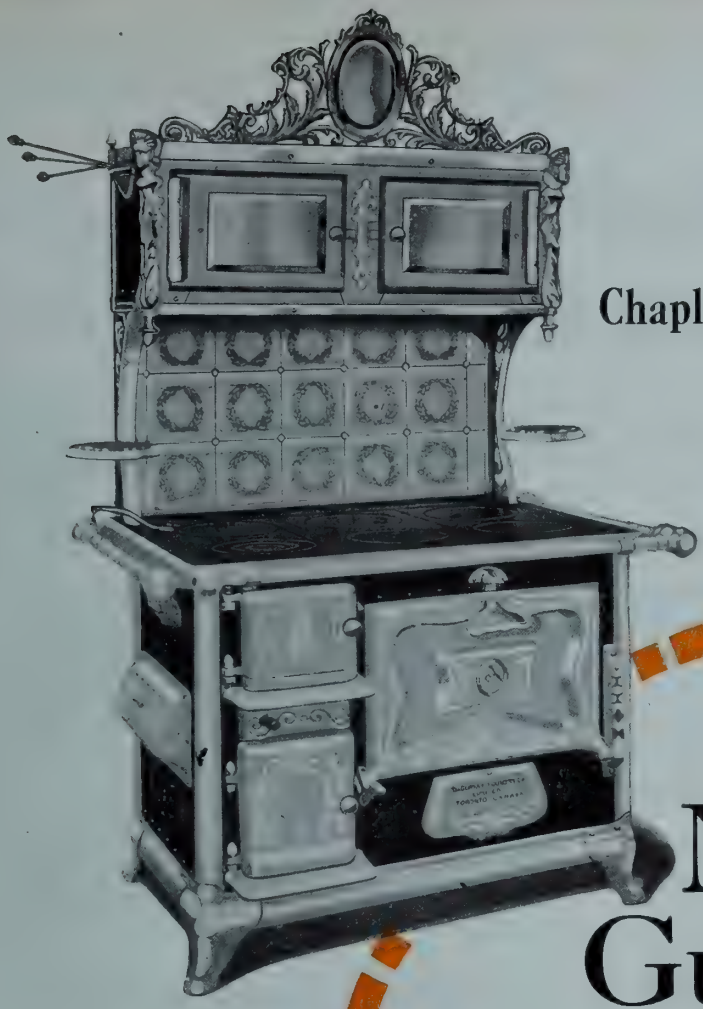
GURNEY



Regent



Royal Quebec



Chapleau

GURNEY

New Gurney Lines

Ready for Delivery

Royal Keystone Cast Range
for coal or wood, square only, with cast high shelf or warming closet.

Royal Standard Steel Range
No. 1681, square only, for coal or wood, with or without high closet.

Regent Steel Range
No. 1791, square or extended, with or without reservoir; for coal or wood.

Royal Quebec with Oven
No. 1013, with special high closet, flat or roller grates or no grates.

Chapleau Steel Range
Nos. 2091 and 1991, for coal or wood, with or without reservoir, 19 or 20 inch oven with high closet.

The five lines here shown are a few of our 1921 introductions which are now ready for immediate delivery. Others will be shown at an early date.

Our 1921 productions are up to the Gurney Standard in style, finish and efficiency. Order a sample of each for your floor display.

Gurney Foundry Co. Limited

500 King St. West
Toronto

CLARE BROS. & CO., Limited - PRESTON, Winnipeg, Vancouver

Once You Install a "Hecla" Furnace You Can Forget It

THAT'S why more and more men in the heating business are turning to this dependable furnace.

They get their profit clean—no expense or time lost in tinkering and "fixing up" after the job is through.

No leaky radiators—the Patented Fused Joints in the "Hecla" are guaranteed absolutely proof against leaks of gas and dust.



No "kicks" about coal bills—the Steel-Ribbed Firepot means a *tripled* heat-radiating surface—saves at least one ton of coal in seven. Owners become real boosters.

And you'll never be called upon to replace the fire-pot. There's a five-year guarantee behind it. We've never yet had to replace a "Hecla" firepot.

If you take pride in your reputation—if you want to make real money—talk and install "Hecla" Furnaces this year!

There are hundreds of furnace men throughout the country handling the "Hecla," not only because it is a better furnace, but also because they get valuable service from the factory—plans, estimates, blue prints, specifications free—real selling assistance—and a guarantee that means something.

A postcard will bring you our newest catalogue and full information.

CLARE BROS. & CO., Limited
Preston Winnipeg Vancouver

HECLA
Mellow Air Furnace

If interested tear out this page and place with letters to be answered.

CLARE BROS. & CO., Limited - PRESTON, Winnipeg, Vancouver

Pipeless Furnaces mean extra business

EVERY pipeless job you handle is so much "velvet." It doesn't cut into your sales of piped furnaces one iota. It opens up a new market for you, and it offers quick, clean profit.

Somebody in your town is going to get the cream of this business in the next few months. Why not you?

You're sure of getting sales—reputation—satisfactory profit if you handle the pipeless furnace which has a lot of talking points—all of real merit.

The "Hecla" Pipeless Furnace dealer can outmatch competition when he begins to talk of Patented Fused Joints, Steel-Ribbed Firepot, Cast-Iron Combustion Chamber, Circular Waterpan, Individual Grate-Bars—and all the other "Hecla" features.

And you take no chances when you recommend the "Hecla" Pipeless. Installed according to our plans, we guarantee it to give absolute satisfaction—and our guarantee is the strongest you've ever read!

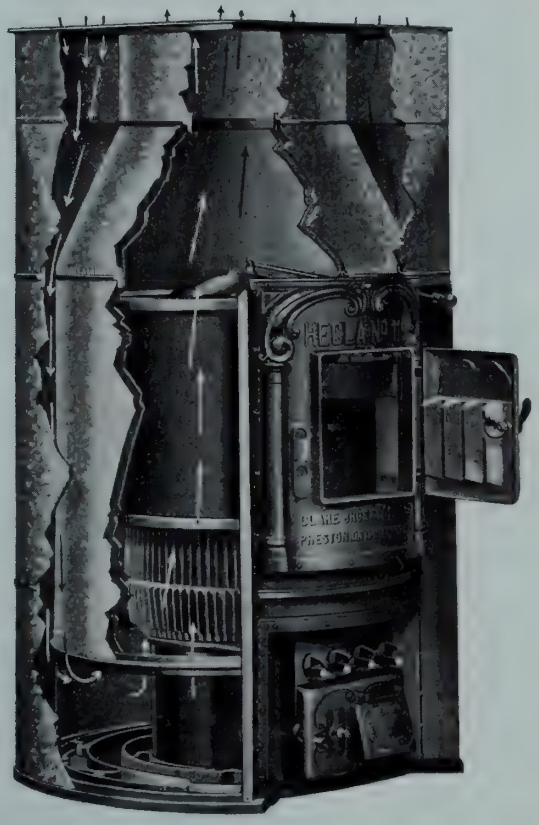
Moreover, the "Hecla" Pipeless is a proven success. Out of all the hundreds installed we have not received a single complaint.

Don't pass up the extra business the "Hecla" Pipeless offers you.

If only to satisfy your curiosity—send now for: (1) Booklet of photographs and testimonials; (2) Sample enquiry forms for sketch plans; (3) Our famous consumer booklet, "Buying Winter Comfort"; (4) Full facts on the unique and valuable selling and advertising assistance we give to "Hecla" Pipeless dealers.

Simply tear out this page—write your name and address in the margin, and mail.

CLARE BROS. & CO., Limited
Preston Winnipeg Vancouver



HECLA PIPELESS FURNACE

If interested tear out this page and place with letters to be answered.

Findlay's PIPELESS FURNACE

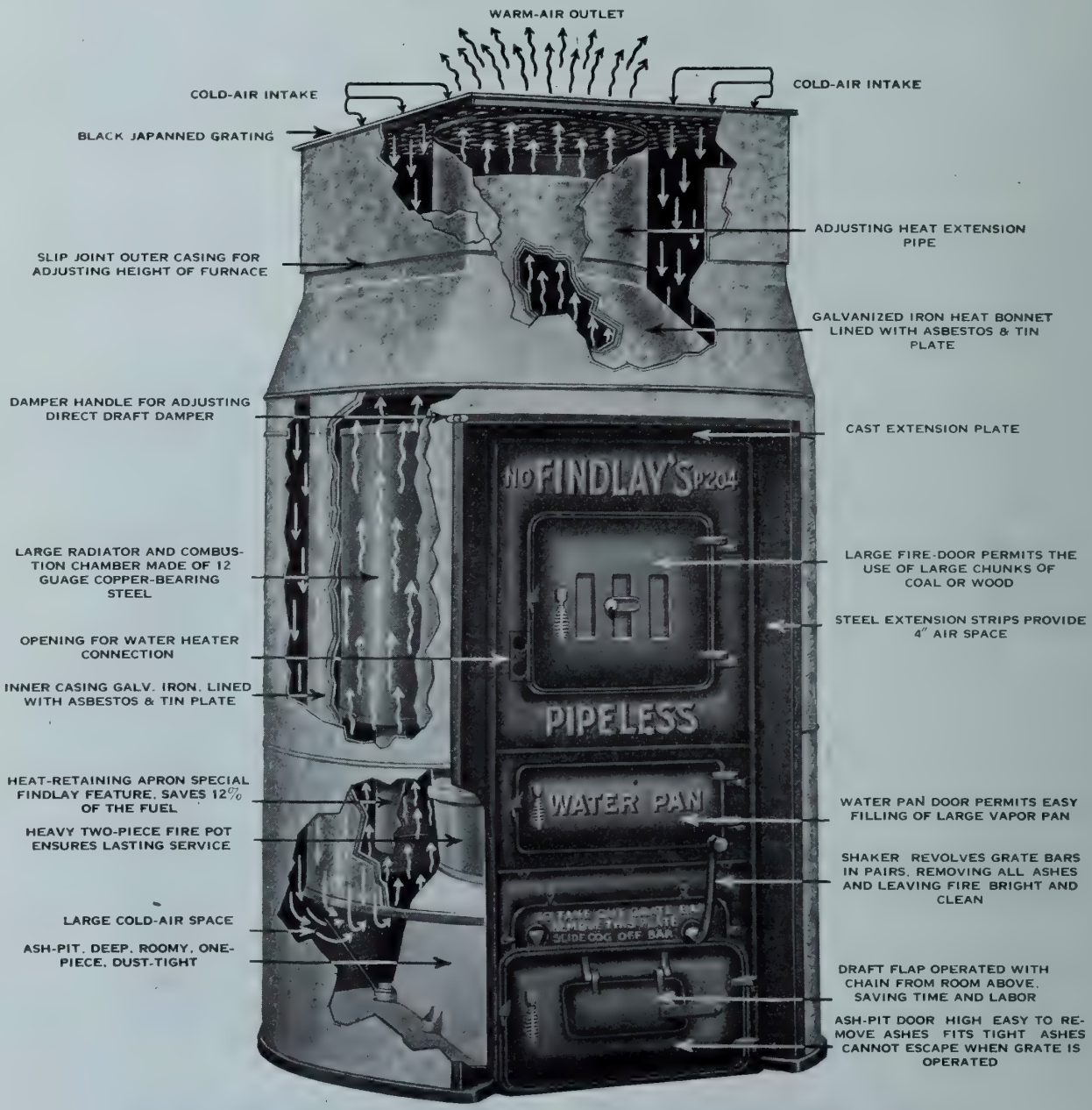
Mr. Furnace Dealer

Findlay's PIPELESS FURNACE

THE PIPELESS HAS COME TO STAY

It has passed the experimental stage and proved a pronounced success. The possibilities of the Pipeless are bringing in hundreds of enquiries from people who never hoped to have a furnace in their home. A number of these enquiries are from your district. NOW is the time to link up with the leading "Made-In-Canada" line and increase your business 50% by turning these prospects into sales.

WRITE NOW FOR OUR BIG AGENCY PROPOSITION.



FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT.

Alberta Distributors: REVILLON WHOLESALE LIMITED, EDMONTON, ALBERTA

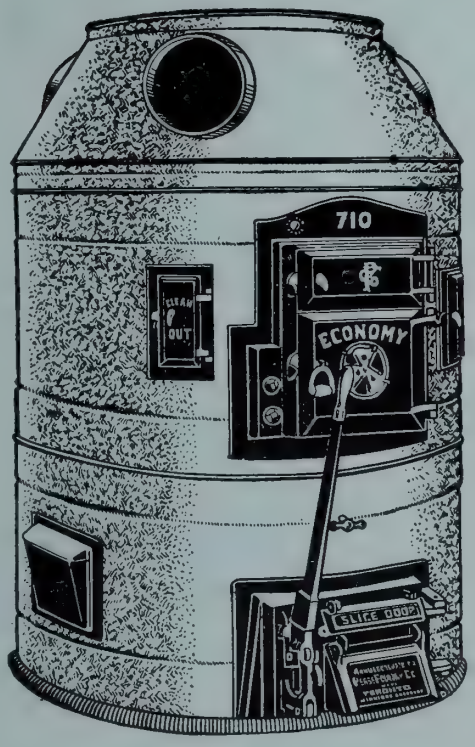
If interested tear out this page and place with letters to be answered.

INSTALL A Pease "ECONOMY" FURNACE

It embodies several features not found in other furnaces and is specially constructed to eliminate fuel wastes.

The vertical shaker does away with stooping when shaking the grates and the convenient cleanout doors enable the user to keep the flues clean without discontinuing the fire.

Openings are provided at the side of the feed door for domestic water heater connections and a large vapor pan provides ample humidity at all times.



The air blast mixes the proper amount of oxygen with the gas generated by the fire and promotes better combustion. This is a real "coal saver."

The fire travel is so arranged that only a small amount of heat passes up the chimney and full benefit is derived from the remainder.

As the first Pease "Economy" Furnace was placed on the Canadian market about forty years ago this heating appliance is now recognized generally as one of the most dependable and economical of its kind.

In a few districts we still have openings for live-wire agents, and would be glad to hear from dealers who are in a position to handle and install Pease appliances. Writing to us entails no obligation. If you are interested send us a postal card today.

PEASE FOUNDRY COMPANY, LIMITED.

Toronto and Winnipeg

Works:
Brampton, Ontario

If interested tear out this page and place with letters to be answered.

"JEWEL PIPELESS" FURNACES

The Finest One-Register Furnace on the Market

Right now we can see that the introduction of this furnace is going to make the year 1921 the banner year for our dealers, breaking all past sales records. This is only natural, because "Jewel Furnaces" have always been producers of large sales for our dealers, and the "Jewel Pipeless" contains the same high qualities that have made the name "Jewel" famous from coast to coast.

Your customers, when buying a heating apparatus, want mainly real Quality Heaters that will give good service for many years.

When you sell them a "Jewel" you sell them what they want.

All materials entering into the manufacture of "Jewel" Furnaces are highest grade and they are erected by skilled mechanics under the supervision of experts, which ensures the dealer and user entire satisfaction.



Safeguard your reputation as a furnace installer by selling your customer a "Jewel Pipeless," a Furnace that is built on knowledge derived from experience.

Take another look at the illustration and ask yourself if the "Jewel Pipeless" is not the most durable, efficiently constructed, and neatest appearing furnace you have yet seen.

No other line offers you, Mr. Dealer, so great an opportunity to give to your customers the best that their money will buy.

Secure The Agency For Your Territory Now

Manufactured By

The Burrow, Stewart & Milne Co., Limited

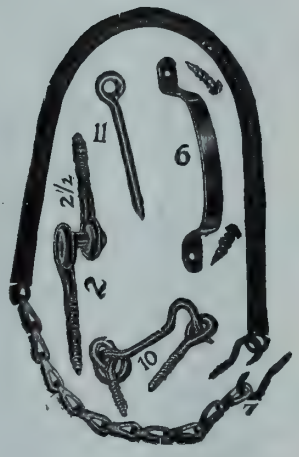
Hamilton, Ontario

Branches: TORONTO WINNIPEG MONTREAL

If interested tear out this page and place with letters to be answered.

The Trade Mark is on every "Kasement" Door





DOORS & HARDWARE
KASEMENT
SKRENE DORE CO
TORONTO
PATENTED 1916-1917-1918

Kasement Doors are guaranteed

Not to Sag.

Every door has 26 genuine mortise and tenon joints.

This is the complete set of hardware which is supplied with each

"Kasement" door.

It is easy to hang a "Kasement" door, for the first time, in 10 minutes. They can be taken down or rehung in a jiffy.

Lightest, Strongest and Easiest Fitting Screen Doors Made

SOLD FROM COAST TO COAST

Cost very little more than ordinary doors and are positively cheapest in the long run.

With the aid of a Kasement Demonstrating Model it is easy to sell Kasement Doors. Your customers will appreciate the easy-fitting feature, and, once they have used Kasements, will tell their friends. Order now and be assured of delivery. Kasement Doors are fitted with Black Painted, or Galvanized, Rust-proof Wire Cloth.

We sell "Galvanized" Wire Cloth in all width rolls. Stocks at Toronto and Burlington.

Kasement doors fit against the door casing—not in between—they are made ⅞" wider, and 1" longer, than the standard door sizes to allow for the lap.
Nominal sizes: 2'-6" x 6'-6", 2'-8" x 6'-8", 2'-10" x 6'-10" and 3' x 7'.

Kasement Skrene Dore Company

269 West Richmond Street

Toronto, Canada

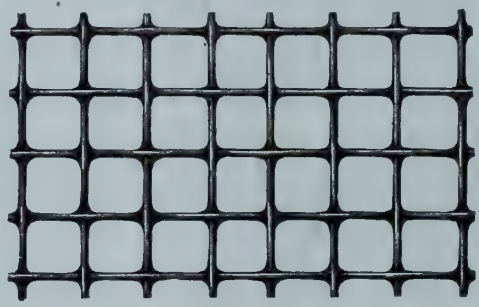
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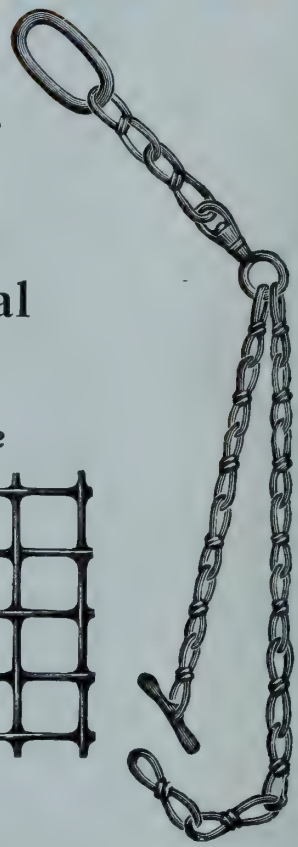
GREENING'S

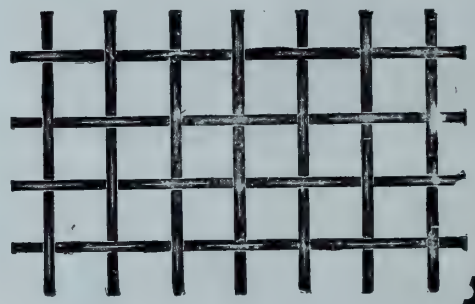


Wire Cloth
Wire Screening
Wire Rope
Wire Chains
Perforated Metal
Wire Work

Quality and Service









Send for Catalog

The B. Greening
Wire Co., Limited
HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.

"Old English Gray Ware"

The Standard by Which All Gray Ware is Judged

Genuine "Old English Gray Ware" for years imported by the Canadian Trade, is now being manufactured from the raw sheet steel to the finished utensil right here in Canada. Absolutely all the "Old English Gray Ware" sold in Canada, is Canadian made—a home product, saving you all duty formerly paid, and providing work for Canadian workmen.

Our factory, which started operations in Canada a little over a year ago, is manufacturing a full line of this beautiful and durable gray enameled kitchen ware.

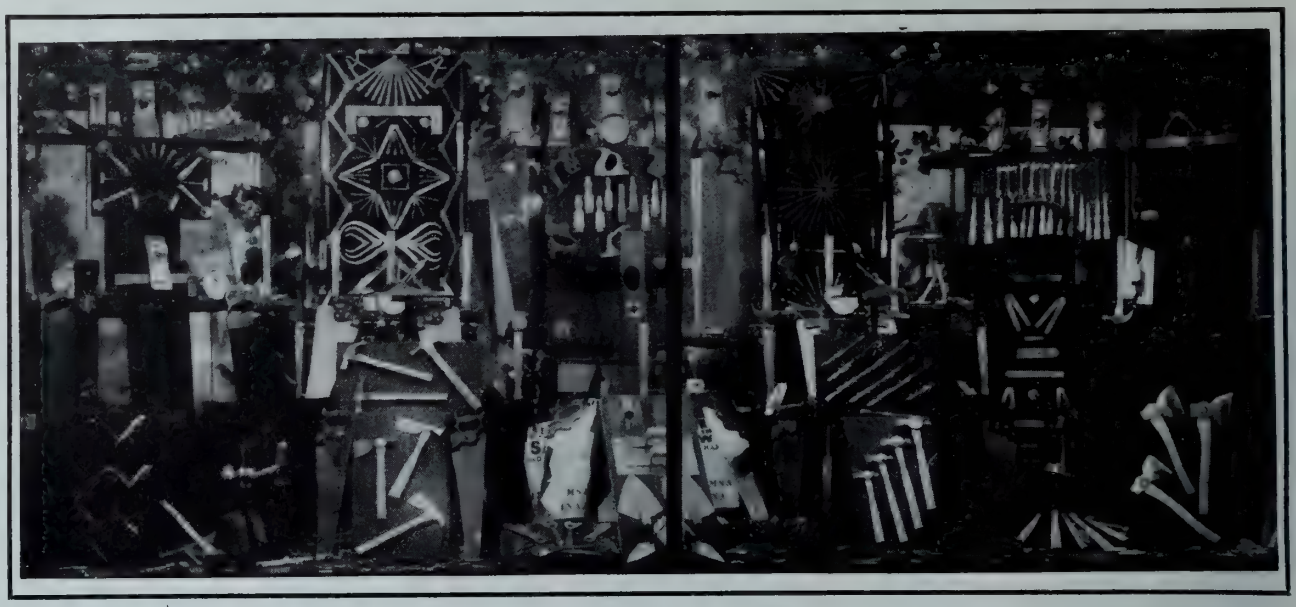
As quality stands paramount in its production, it costs more than some other lines, but is well worth it. You make your money in turn-overs—not in hang-overs. The rapid selling qualities of "Old English Gray Ware" have oftentimes been compared, in actual department store sales with other lines of gray ware, and on every occasion "Old English Gray Ware" has proven the quickest selling line.

We Invite You to Visit Our Plant at Toronto

The Republic Stamping & Enameling Co.
of Canada, Limited
2382 Dundas St. West, Toronto



If interested tear out this page and place with letters to be answered.



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

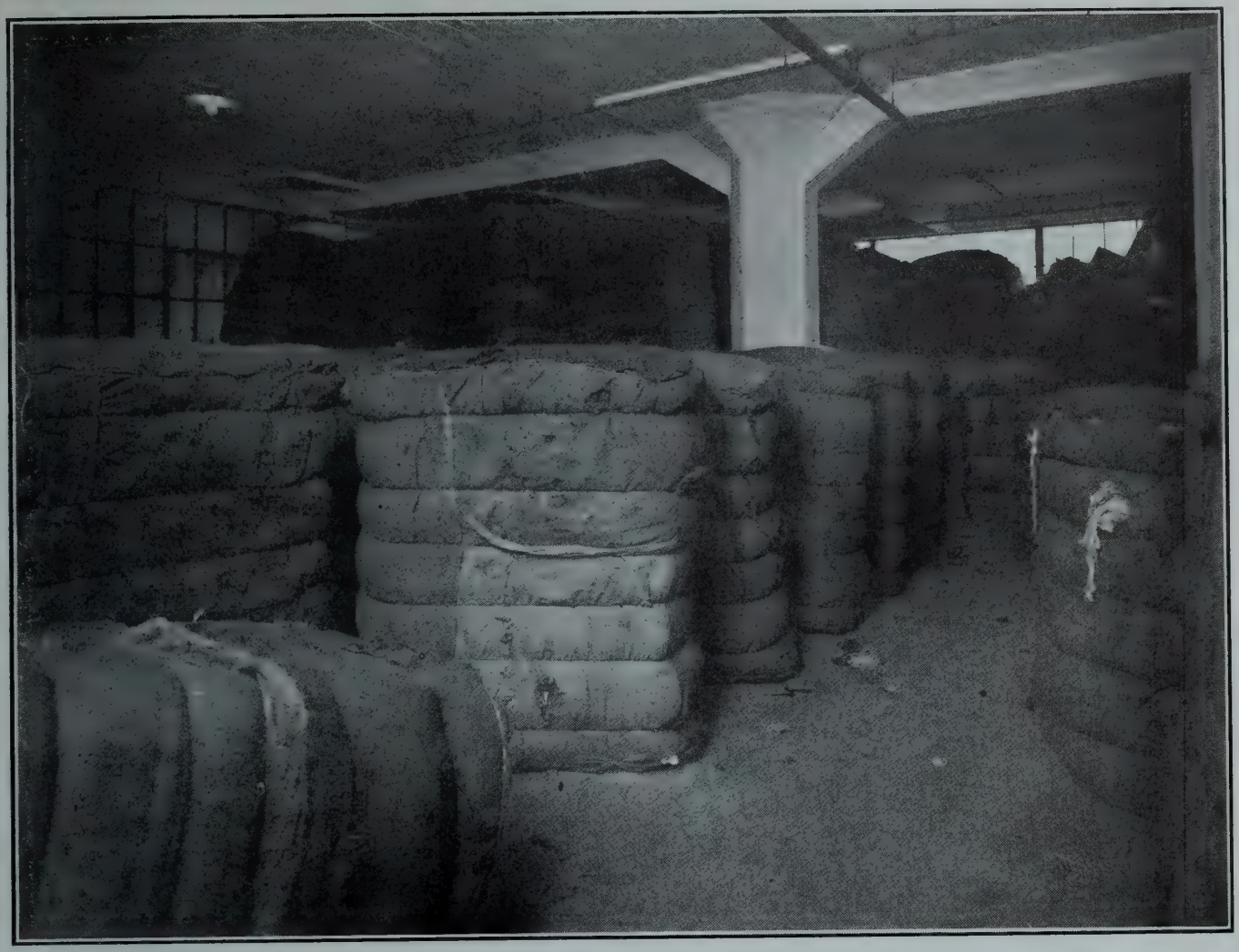
"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.



A Price Contract For Customers

A Guarantee Against Advances or Declines

We guarantee quotations against advances of prices, and the benefit of declines in prices is given to our customers.

Acme White Cotton Waste

XC X
XX XXX

POLISHING

Acme Wool Packing Waste

A Quality B Quality

Acme Colored Cotton Waste

Grade No. 1B Grade No. 1A
Grade No. 7 Grade No. 1

Acme Sterilized Wipers

Colored White

Contracts may be made covering your requirements for the year 1921 guaranteed against decline.

Acme Waste Manufacturing Co.

Limited

Note to Jobbers:

We do not undersell Jobbers, but give them every protection.

If interested tear out this page and place with letters to be answered.



Brown & Sharpe

Machinists' Tools

FOR THREE GENERATIONS THE CHOICE OF SKILLED MECHANICS THE WORLD OVER

Keep Catalog 28 at hand.
May we send you a copy?

Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

If interested tear out this page and place with letters to be answered.

"Gee, Aren't They Great?"

That's the popular expression of the boy when he sees our line of wheel goods. They are sturdily constructed and will stand the rough usage given coasters of this kind, and no other purchase of equal cost yields such keen enjoyment to the youngster. When displayed properly they need no further selling talks. Our dealer's terms are reasonable and net good profits.



Steel axles. Roller Bearings.

Spokes are mitred at the hub.

Fifth wheel for front bolsters to turn on.

Packed in corrugated boxes.

	Box		Weight each	Shipped
No. 01	12 x 30	8 inch wheel	20 pounds	Two in each package
No. 1	14 x 32	8 inch wheel	25 pounds	Two in each package
No. 2	14 x 34	10 inch wheel	30 pounds	One in each package
No. 3	16 x 38	10 inch wheel	35 pounds	One in each package
No. 4	18 x 40	12 inch wheel	40 pounds	One in each package

Steel axle, pressed steel hub

Packed in corrugated boxes, Two in each package

No. 00, 12 x 28 6 inch wheel Weight, 18 pounds each

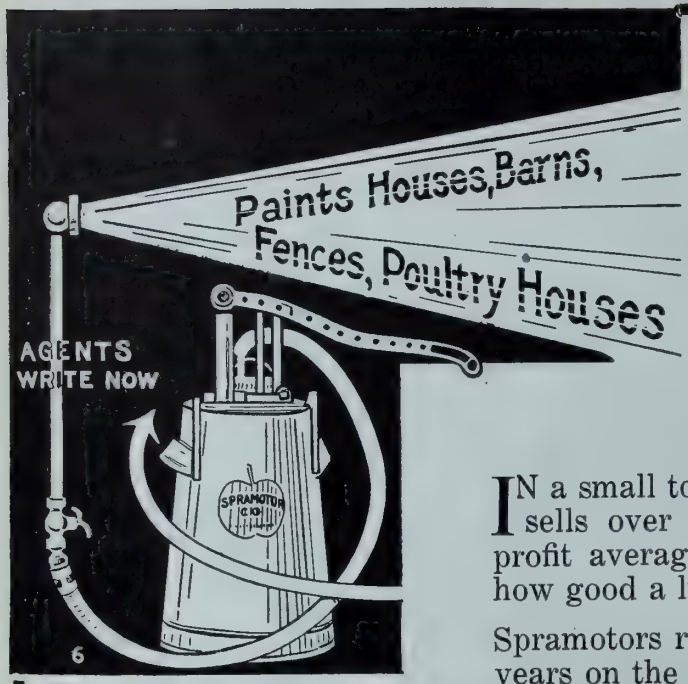


Manufacturers of Woodenware

J. H. HANSON COMPANY, LIMITED

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



One dealer makes $3,500 a year on the Spramotor

It isn't a SPRAMOTOR unless we made it

IN a small town of Prince Edward Island is a dealer who sells over one hundred Spramotors every year. His profit averages about $35 on each. Figure for yourself how good a line this would be to you.

Spramotors range in price from $7 to $400. Twenty-five years on the market and conceded to be the best machine made. Has won over 100 Gold Medals and First Awards, including Canadian Government Spraying Contest.

AGENTS WANTED EVERYWHERE

Write us to-day for particulars of our agency proposition if you are a progressive. No "wash-outs" need apply.

BRITISH AND FOREIGN AGENTS, WRITE

SPRAMOTOR CO., 28 King Street, London, Canada

A VALVE for EVERY SERVICE



Every Valve Is Tested Before It Leaves the Factory.

A Tested Valve For Every Requirement

There's a Jenkins Diamond Marked Valve for every service, made to serve and tested in this regard.

So that when you sell a customer a Jenkins Valve you are selling him valve satisfaction a-plenty—the best valve for that particular purpose.

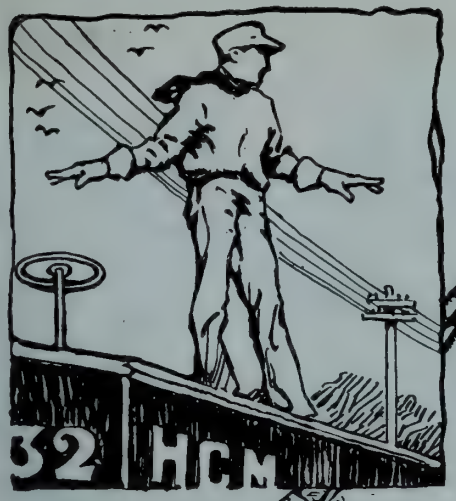
Be sure the Jenkins Diamond Mark is on the body of the valves you sell. Its presence is a guarantee of factory tested valves that will measure up to your customers' expectations.

Write for Catalogue No. 8. It shows the complete Jenkins line.

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
European Branch
TORONTO 6 Great Queen St., Kingsway, London, W.C.2, Eng. VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

TRADE JENKINS MARK — Jenkins Bros — TRADE JENKINS MARK — Jenkins Bros

If interested tear out this page and place with letters to be answered.





170—One-piece gun pattern, full horsehide, reinforced palm and cuff, six-inch leather-lined sheepskin cuff.

175 — Gun pattern, horsehide, reinforced piece on palm, back and six-inch cuff of split, reinforced cuff.

IS your store in a railroad town? Do you realize there's a chance here to do a thriving business in Carhartt Gloves by selling them to trainmen? Nearly all the men on the road wear Carhartt Overalls and Carhartt Gloves, and if the article bears the well-known heart-shaped brand—that's all they want to know.

But Carhartt Gloves are by no means confined to railroaders; we have them for drivers, motorists, gardeners, engineers, firemen — for every kind of job where gloves are used. Get a sample assortment; display them in the store and in the windows along with tools, lanterns, etc. Ready sales and liberal profits make Carhartt Gloves a highly desirable addition to any hardwareman's stock.

HAMILTON CARHARTT COTTON MILLS
LIMITED

Toronto Montreal Winnipeg Vancouver

Manufacturers of Carhartt Overalls, Allovers and Work Gloves

CARHARTT GLOVES

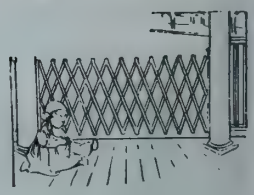
If interested tear out this page and place with letters to be answered.








Wood Products *for* Spring



We can offer you many profitable lines of Canadian-made Wood Products for Spring selling. All lines are well made and sell easily at the right prices. Following are some of the most popular salesmakers: Step Ladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards, etc.

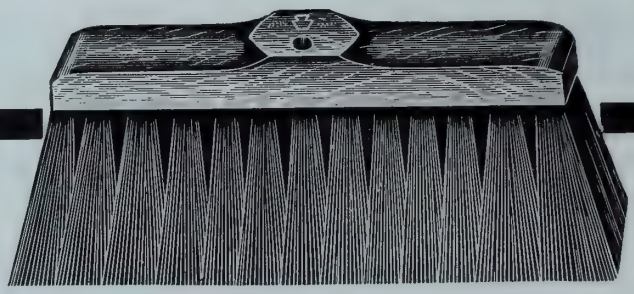


The Stratford Manufacturing Co., Limited

Stratford, Ont.

Write for Catalogue "D"





The Tough Bass Cannot Come Loose

KEYSTONE BASS STABLE BRUSHES

The buyer to-day is much more critical than he was six months ago. It pays the merchant to carry the best brands on the market. A high-grade article is not only easier to sell but it gives better service, and makes a regular customer for your store.

KEYSTONE BASS STABLE BRUSHES are unquestionably superior to all other brands of Stable Brushes.

These Brushes are made of the best quality of strong, tough bass, fastened into blocks with a long steel wire staple, guaranteed not to come loose. (We were originators of the steel wire fastener). Handles are of highest grade hard maple. Sizes from 12 inches to 18 inches.

Write us to-day for particulars and prices.

STEVENS-HEPNER COMPANY, LIMITED

PORT ELGIN, ONTARIO

KEYSTONE BRAND

If interested tear out this page and place with letters to be answered.

The Dawn of the "Electrical Era"

Ontario Soon to Have $212,000,000 Investment in Electrical Power Generation Equipment—Development of Canada's Great National Heritage Will Help a Quick Return to Normal—Opening Up the Rural Districts



A typical display of electric lighting fixtures and appliances attractively shown in a Canadian hardware store. An extensive and well-assorted stock placed where customers may handle the goods without feeling under obligation to buy has helped this merchant to achieve his present large business in this line.

IN predicting renewed activity on a large scale in the hardware business of the near future one has in mind the fact that the great "electrical era" is just now dawning. Much of the transformation in home comforts, labor-saving devices, transportation and other important departments of our national life during the past decade has been due to the development of electricity and yet we are told by electrical engineers that the application of electric power to our various activities has only commenced.

Outstanding authorities on world events state that Canada is in good position for a quick return to normal business conditions largely through the medium of the great natural resources which are awaiting development. One of Canada's greatest national heritages is her unbounded facilities for the development of electric power. Her waterways scattered through many miles of virgin territory represent millions of horsepower of electricity, as yet unharnessed. Existing sources of power are in the meantime being further developed to meet the ever-increasing requirements of electric power. An indication of the progress being made is the work proceeding at Niagara Falls providing for a large increase in the available power from that source.

$212,000,000 for Electrical Development

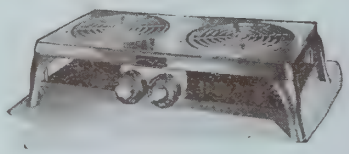
It is an evidence of the future in store for electricity to note that by the end of 1922 the people of Ontario will have an investment of $212,000,000 in power generating plants and transmission and distributing systems. Over a million electrical horsepower will be available. Were it necessary to produce this energy by the use of coal it would cost $36,000,000 for generation alone, the actual cost by waterpower will be about $10,000,000. Thus it is evident that from the standpoint of cost alone, to say nothing of rapidly exhausting our coal supplies by the use of the former plan, electrical power is much cheaper.

Reaching the Rural Districts

This development is but a sample of the development proceeding in all the provinces of Canada. Transmission lines are being rapidly pushed into the rural districts carrying power to the farmers and providing them with many of the comforts of life formerly identified only with city life. This is having a marked effect upon the development of the country for no nation so agriculturally important as Canada can afford to have its rural inhabitants migrate to the city because of improved living conditions.

Hardware merchants in all parts of Canada are finding an increasing sale for electric lighting fixtures and appliances which add to the comfort of the home and save labor. Economy is a watchword of growing importance and with the extension of electrical power and a consequent lessening of cost the real economy in using the many electrical appliances now available, as compared with the old style laborious methods, will be one of the strongest factors in establishing electrical goods as a national necessity in every home.

National Two-Burner Hot Plates



The Two-Burner Hot Plate has large cooking capacity constructed with heavier elements than the single disc. Extremely handy in small homes, or in schools where Domestic Science is taught.

The convenience of this stove is readily apparent—Compact, neat and attractive. Made in two finishes, nickel-plated and black Japan.

National One-Burner Hot Plates



These stoves are indispensable for light housekeeping and also for supplementing a Range where greater capacity is required. They are also suitable for Domestic Science Classrooms. Made in two finishes: nickel-plated and black Japan, neat and compact; and easily controlled by a three-heat switch.

National E05 Range

National ranges were thoroughly tested for years before they were perfected and put on the market. When an elevated oven is desired our model E05 fills the requirements perfectly and capably. This range occupies little space.

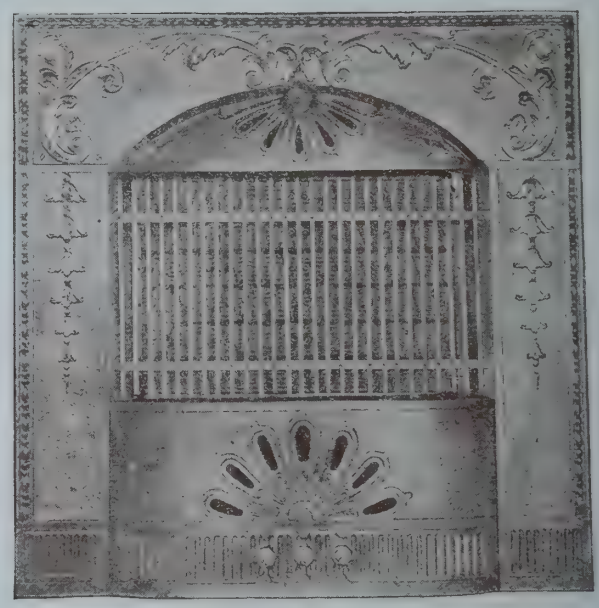


National Air Heater

To supplement the heat in a room or for heating small rooms this little Heater, which is one of the most popular types we make, will be found indispensable. It is built of the best materials and, thereby will give years of service.

660 and 880 watts capacity, 2 finishes—Japan with nickel-plated ends and all nickel.





The New National Electric MANTLE-TYPE GRATE

is the last word in an efficient as well as ornamental grate.

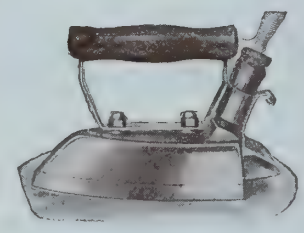
Made in Two Standard Sizes:
24 x 30—2,000 Watts capacity, 3 heats.
30 x 30—3,000 Watts capacity, 3 heats.
Finished in any Standard Finish.

THE NATIONAL ELECTRIC

TORONTO

627 Vancouver Block, Vancouver, B.C. **702 Confederation Life**

National Irons



National Electric Irons are the highest quality irons manufactured, being the result of many years' experiment to develop a perfectly balanced and evenly heated iron.

National Tailor Iron



The National Electric Tailor Iron embodies the highest type of construction. Its superior qualities are recognized by the largest manufacturers in Canada, who are using hundreds of our irons. Supplied with Stand and 6 ft. Heater Cord with Attachment Plugs complete. Made in several sizes 12 to 22 lbs., also machine type.

National Toasters



The National Electric Toaster is made of pressed steel, highly polished and nickel-plated, is very light and neat in appearance, and the operating cost is exceedingly low. There are no places for crumbs to lodge; toast may be kept warm on top while more is being made, or a small kettle can be placed thereon. It is supplied with a 6 ft. Heater Cord and Attachment Plugs complete.

If interested tear out this page and place with letters to be answered.

National ELECTRIC

Water Heater



For heating water in the kitchen tank, the National Electric Circulation Water Heater is a convenience which will be appreciated in any household. Several years of experimenting were required to obtain this highly efficient and reliable heater.

Made in five sizes, from 660 to 3,000 watts; 110 or 220 volts.

National ELECTRIC

Electric Heatray

There's never an uncomfortable corner in the home where there's a Heatray. Instantaneous heat where and when you want it. The same electric service that lights your house runs the Heatray. Attach the plug, set it facing the uncomfortable spot and be comfortable. The few cents extra which the Heatray will add to your light bill will never be noticed, but the comfort it will bring will be a constant source of surprise.



The New National ELECTRIC Electric OPEN-HEARTH GRATE

is now taking the place of the ancient odorous gas and dirty coal grates.

It can be used in open hearths or other mantels. Is massive in construction. Elegant in appearance and efficient.

It consumes 2,000 Watts and is controlled by 2 Tumbler Switches, 2 Heats.

Finished in any Standard Finish.

Size: Width, 30″; Height, 22″; Depth, 8″.



HEATING CO., LIMITED

ONTARIO

Building, Winnipeg, Man. **112 Crescent St., Montreal, P.Q.**

National ELECTRIC

Ranges

A4 Range



No other invention of modern times surpasses the electric range. Cooking with a National Range is surprisingly economical, due to the scientific construction and control. The A4 range is suitable for large families. It is built very substantially of high quality metals and will give years of service.

National ELECTRIC

Disc Stoves

These disc stoves are very useful and convenient. The 5″ and 6″ Disc Stoves are supplied with 6 ft. Heater Cord and Plugs complete. The 8″ Disc Stove is supplied with cord and Heater Plug but not Attachment Plug.



National ELECTRIC

C6 Range



C6

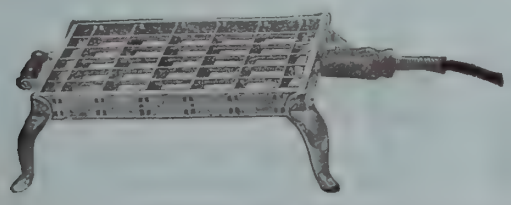
Every National Range is thoroughly tested before it leaves the factory and each of the Elements carry a one year guarantee. Every precaution is taken to make National Ranges strong, safe, sanitary and efficient; built up to a standard, not down to a price. For those desiring a cabinet range our Model C6 will be found very suitable.

National Ranges are made in many styles and sizes. There is a National Range for every requirement. Write for special Range booklet.

National ELECTRIC

Toaster Stove

Nearly every kind of simple cooking may be done, with absolute perfection, on the National Toaster Stove. It has a hundred uses in every home. It is compact and attractive. Easily kept clean owing to removable bottom.



If interested tear out this page and place with letters to be answered.

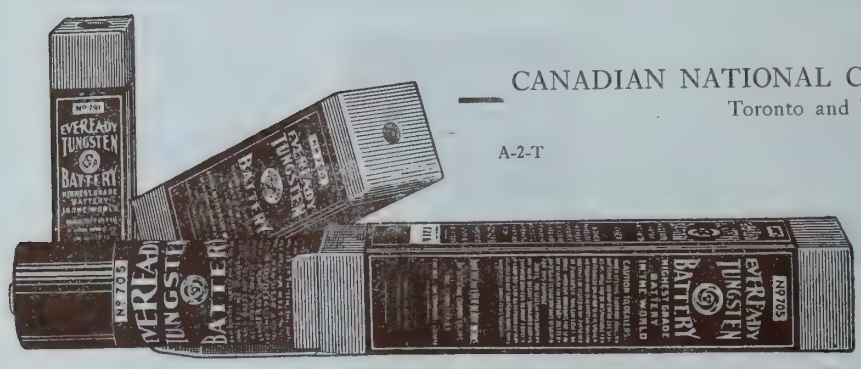


Battery sales deserve your attention

—lead a growing procession of profits

EVEREADY Flashlight Battery Sales mean repeat business. People coming back to your store give you the opportunity to sell them additional merchandise and to make them regular customers for all their wants.

An extensive advertising campaign this Spring and Summer will wake up a lot of idle flashlights. If you are carrying Eveready Flashlights and Batteries, PUSH them! If not, order to-day and start cashing in on this profitable line.



CANADIAN NATIONAL CARBON CO., LIMITED
Toronto and Winnipeg

A-2-T

EVEREADY

FLASHLIGHT BATTERIES FIT ALL FLASHLIGHTS

If interested tear out this page and place with letters to be answered.



For the Dealer's Convenience and Profit—

In ordering Columbia Dry Batteries it's so much easier to specify "C-1 Assortment" or "C-2 Assortment" or "C-3 Assortment," and at the same time secure

a wider margin of profit per battery

You thus get below the broken lot price and make a substantial saving. Ask us for these prices:

C-1 Assortment

50 No. 6 Ignitors
6 No. 1461 Hot Shots
3 No. 1561 Hot Shots
2 No. 1562 Hot Shots

C-2 Assortment

50 No. 6 Ignitors
12 No. 1461 Hot Shots

C-3 Assortment

50 No. 6 Ignitors
6 No. 1562 Hot Shots
4 No. 1561 Hot Shots

Made in Canada

CANADIAN NATIONAL CARBON CO., LIMITED
Toronto and Winnipeg

Fahnestock Spring Clip Binding Posts on Columbia Cell No. 6 without extra charge.

Columbia Dry Batteries

—they last longer

1182143

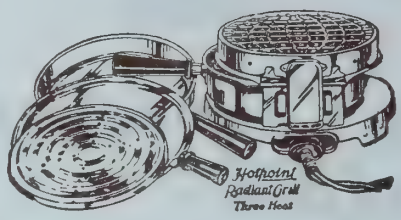
If interested tear out this page and place with letters to be answered.

'RICE LEWIS' NEWS

Who said the Hardware Dealers had no right to sell Electric Lines?



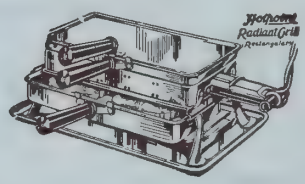
Electric Heaters in all styles and makes

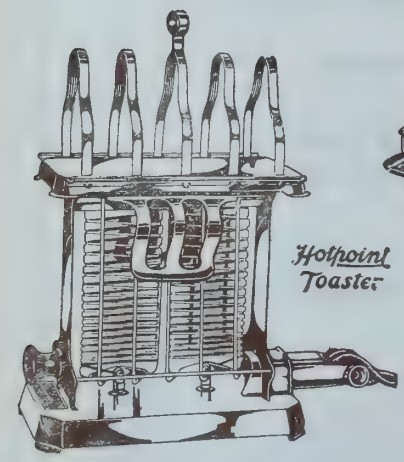


Everything in Electric Toasters, Irons, etc.



Vacuum Cleaners
"OHIO"
"CADILLAC"





We sell "AJAX" and "CONDOR" Tungsten and Nitrogen Lamps.



LONG before there was business enough to support exclusive electric shops in the towns and cities of Canada the hardware dealers pioneered the sale of electric appliances and paved the way for one of the best departments in their stores.

The aggressiveness of hardware jobbers in laying out good electric departments and giving A-1 service has resulted in a big turnover in electric lines through the hardware trade.

Our aim is to give service.

We carry a complete stock of "Hotpoint," "Canadian Beauty," "National" and "Radiant" appliances, including Irons, Toasters, Grills, Percolators, etc., also Majestic, National and Hotpoint Heaters, and "Ohio" and "Cadillac" Vacuum Cleaners. Get your Fall requirements of Heaters booked.

Ask the "Rice Lewis" Man or send us your requirements direct.

RICE LEWIS & SON, Limited

VICTORIA STREET
TORONTO

"Seafoam" Electric Washer

THERE IS NO DULL SEASON FOR DOWSWELL PRODUCTS

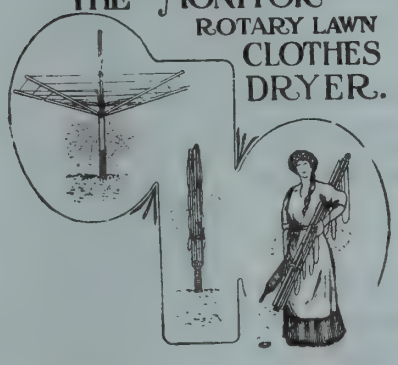


The BICYCLE BENCH Wringer, which accommodates two tubs, has steel ball bearings, covered cog wheels and reversible water board which conducts water into either tub. The frame is of seasoned hard maple which will not warp or crack.

Extra High Grade Rolls, warranted 3 years in family use.

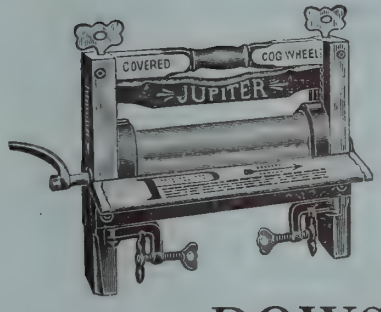
A most complete wringing outfit.

THE MONITOR ROTARY LAWN CLOTHES DRYER.



The MONITOR ROTARY LAWN CLOTHES DRYER is an extremely handy device that saves many steps and much hard labor carrying a heavy clothes basket around the yard through wet and snow. It can be carried out, set up, and taken in by a woman, as it is light in weight though very strong. Hangs a large assorted wash. When taken down leaves the lawn level and clear, stores in a small space, and lines are always clean.

7-ft. arms—150-ft. line.



The JUPITER Wringer, for round or square tubs, is fitted with highest grade rolls, 11 x 1¾ ins., warranted 5 years in family use; steel ball bearings and covered cog wheels. It is the highest grade obtainable, and on account of its long wearing and easy running qualities is the most economical.

MADE IN CANADA SOLD BY ALL JOBBERS

ELECTROS FOR NEWSPAPER OR CATALOGUE SENT FREE

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.



Sales That Grow

THAT'S the kind you want, isn't it? Price low—quality high—good profits—a business builder. And that's the kind you have with Miss Simplicity.

The housewife who possesses a Miss Simplicity is so proud of it, so pleased with the thorough way it "dollies out the dirt," that she is a live advertisement, boosting all the time, making more prospects for you to turn into customers.

With a Miss Simplicity on display in your store you can stage a demonstration more convincing than a hundred talks; more practical and more productive of business than any number of suggestions. Prospective customers can actually test the ease and simplicity of operation and see the handsome appearance and careful workmanship of this electric clothes washer.

The selling price of Miss Simplicity is positively right—quite low and well within the reach of the average purse—yet there is a liberal profit for you every time.

And our guarantee? Why, naturally we are behind our product to the very hilt. Study the points enumerated on the opposite page and you will soon see why. You really should write for our dealer terms. We know that they will interest you as they have many others.

Our motto is "Efficient Service" and we give you a liberal guarantee that enables you in turn to guarantee perfect satisfaction to your customers. We also give prompt shipment of orders.

With your first order we will send you a supply of attractive, four-color folders which explain in convincing language the merits of Miss Simplicity. We will imprint your own name and address if you desire.

If interested tear out this page and place with letters to be answered.



You Can Appreciate These Facts

Though Miss Simplicity sells at a strictly low figure, it is mechanically perfect and will not only do the work it is intended to do, but will give a lifetime service.

Put one on display in your store, try it out yourself and you will find that Miss Simplicity has all the good, mechanical features of a satisfactory electric washer. Here are ten of the features that will surely appeal to you:—

1—A simple screw-plug fits any ordinary lighting socket—perfect connection that will not blow a 10-ampere fuse.

2—All gears are machine cut or accurately moulded. Noise and friction eliminated, insuring long service and quiet running.

3—The self-adjusting, hardwood dolly has a patent cap that protects the clothes from any possible damage.

4—Large, substantial tub of first quality, Louisiana Red Cypress —"The wood eternal"— retains all the heat.

5—Simple belt-tightener and spring cushion for the motor. Belt trouble entirely avoided.

6—Very easy to move—the castors are extra large and roller-bearing.

7—Miss Simplicity is controlled by a single current switch. This switch and the connecting lever of the wringer are close together and within instant arm's reach.

8—Reversible wringer with extra long rollers of best quality rubber. A double, positive, quick-acting release prevents accident or injury to clothes.

9—All metal parts are aluminum painted, rust-proof.

10—Over-size, quarter H.P., water-proof and trouble-proof motor. Power to spare but no power wasted.

Miss Simplicity is well worthy of your interest. It is as perfect as honest Canadian effort and good Canadian capital can make it. Get our dealer offer now. We promise you the keenest prices.

W. A. KRIBS COMPANY LIMITED

Hespeler, Ontario

Great West Electric Co., Limited, Winnipeg, Western Distributors
Northern Electric Co., Limited, Montreal, Distributors for Quebec

If interested tear out this page and place with letters to be answered.

Thor





Don't wait for business to hunt you up —

The day of easy sales is gone. Every merchant, every manufacturer is up against the stern reality that business is not coming to them but they must go after business. It's the age of shopping, the day when the buyer, not the seller, has the say.

"Thor" agents have the advantage when it comes to comparison, for "Thor" Washing and Ironing Machines stand supreme in the home laundry field, and are backed by over half a million satisfied users.

It's to your advantage to enquire about the agency for your district.

HURLEY MACHINE CO. LIMITED

New Address: Ryrie Building

TORONTO

Thor **Washing & Ironing Machines**

If interested tear out this page and place with letters to be answered.

J. H. CONNOR & SON LIMITED

THE CONNOR Line of Washers are distinctive in design and are leaders in their respective classes.

In handling Connor Washers you know that you are handling goods of proven merit and attractive sales qualities, be they electric, gas driven, water power or hand operated machines.

Not one type, but many kinds to suit local demands.

For territory not already allotted we are open for new dealers to handle Connor Washers and Wringers anywhere in Canada.



Take for instance the exclusive features on the Connor Perfection Electric Washer and Wringer. It has: *Extra heavy tub, full swivel casters, motor well protected underneath the tub and out of the way, no gearing or flywheels exposed, full swinging wringer, best quality rolls—12 ins. wide, safety device on wringer.* A medium priced electric, but with all the desirable features of the most expensive machines. In considering your Electric Washer Sales, investigate first the Connor Perfection.



The Connor Low Pressure Water Motor Washer, a leader true to type.

J. H. CONNOR & SON, LIMITED OTTAWA, ONT.

If interested tear out this page and place with letters to be answered.

J·H·CONNOR & SON LIMITED



CANADA FIRST

Still the popular cut gear machine, with the easy lever action.



CONNOR BALL BEARING

A splendid machine with a splendid record, of the swinging tub type with stationary rub board.



GEM WASHER

Another attractive, medium priced machine of the high-speed flywheel type.

J. H. CONNOR & SON, LIMITED OTTAWA, ONT.

If interested tear out this page and place with letters to be answered.

J·H·CONNOR & SON LIMITED

EXPERIENCED users of Clothes Wringers insist upon having Connor Wringers because of their satisfactory qualities. Made in various styles and grades to suit local demands.



DOMESTIC 531E

Guaranteed 5 years

Rolls 11x1¾, Ball Bearings, Enclosed Cogs, Elliptic Spring.

Same as above, guaranteed:

3 years	OTTAWA 331E
1 year	GEM 131E



FAVORITE 511E

Guaranteed 5 years

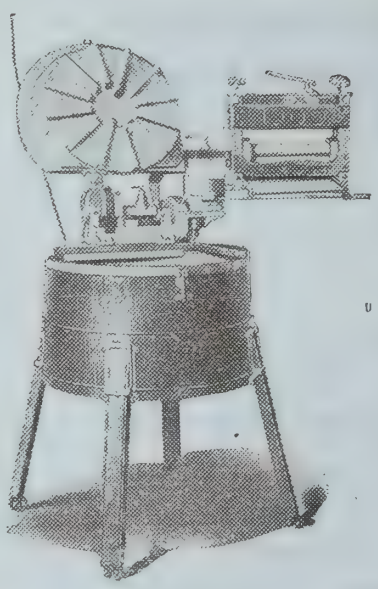
Rolls 11x1¾, Regular Bearings, Enclosed Cogs, Elliptic Spring.

Same as above, guaranteed:

3 years	CHALLENGE 311E
1 year	SUNLIGHT 111E

J. H. CONNOR & SON, LIMITED OTTAWA, ONT.

If interested tear out this page and place with letters to be answered.



1900
Wood Tub
Electric Washer

Money-Making Opportunities like this do not come to you every day

WHILE our "1900" Cataract is the leader of the "1900" line, merchants handling our Washers find it a fine thing to be able to offer a lower priced machine that is also operated by electricity.

The "1900" Wood Tub Electric is one they can strongly recommend to those not feeling able to pay the price of the "Cataract."

The design of our Wood Tub Electric Washer is up-to-date; and its washing action far superior to that of the "dolly" type. The tub is of Virginia Cedar—which we know to be superior to any other wood for Washing Machines—a fact on which we have satisfied ourselves, as the result of 20 years' experience in making the leading hand-operated machine, the "1900 Gravity."

The "1900" Wood Tub Electric is very durable—all the materials used being of a quality in keeping with the tub itself; and it is equipped with a reliable "swing" wringer.

This machine offers every chance for quick turnover and good profit.

It is but one of five types of Washers that we make—a quality line throughout; and embracing every type of machine that will successfully wash clothes.

Write for particulars.

Nineteen Hundred Washer Company

357 Yonge Street - - Toronto



Made of Brass
Sizes: O-A-B-D

You'll Find Our Line of *Banner Burners* as Good as a Royal Flush

When you get right down to honest-to-goodness value and performance, these burners are a sure winner, and don't forget Mrs. Housewife is aware of this fact and can't be fooled. She remembers and knows where to look for the name when buying—there's a reason.

"BANNER" IS STAMPED ON THE DISK OF EVERY BURNER AND GUARANTEES SATISFACTION.

Familiar to every household; no waste of time in effecting sales.

Ontario Lantern & Lamp Co., Limited,

HAMILTON, CANADA.

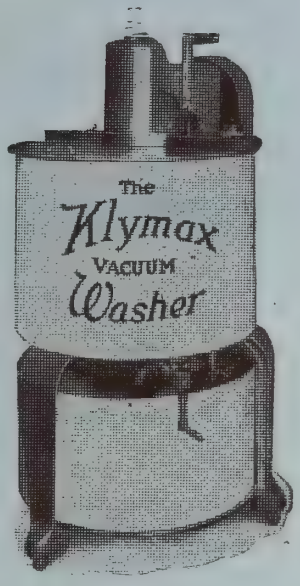
BRANCHES: *MONTREAL* *TORONTO* *WINNIPEG*

If interested tear out this page and place with letters to be answered.

No Wringer Required With the KLYMAX Electric Vacuum WASHER

Features:

Vacuum cup principle of washing.
Centrifugal wringing.
Copper, aluminum and brass construction.
Robbins & Myers ¼ h.p. motor.
Self-oiling bearings.
No handling of clothes or water.
Gas burner attachment.
Mechanical perfection.
No other tubs ever needed.
Complete laundry in itself.



Have You Ever Seen It?

Get Further Particulars From

The Slade Manufacturing Co., Limited, Owen Sound, Ontario

Every Time You Sell VERIBEST ALUMINUM

Remember

That Veribest Cooking Utensils are made from extra hard, sheet Aluminum. The metal for Veribest is mined, smelted and rolled, without the addition of any foreign substance, thus assuring a cooking utensil 99% pure and absolutely sanitary. Veribest cannot crack or split; it is made in one piece without seam or solder. It will not discolor or corrode. Veribest Aluminum is one of the greatest heat conductors and holds heat longer than other metals. The handles are made from steel retinned—no wooden grips, to burn or crack, are used on bale handles.



Stock Veribest; it will pay you in the Veribest way—through the cash register.

Veribest Aluminum Co. of Canada
Toronto, Canada

If interested tear out this page and place with letters to be answered.

Sell New Sweepers to Old Users

SPECIAL effort along this line is worth while, as Bissell Sweepers wear out slowly. Many owners of very old machines tell you they sweep as good as ever, and only by being told about it or trying one in your store will they realize the easy-running efficiency of the modern "Cyco" Ball Bearing Bissell. The old sweeper has already paid for itself in the saving of brooms at the rate of four to six per year at least.

Sell a Bissell With Every Rug

For then a woman's mind is receptive to suggestions for its best daily care. And carpet specialists recommend that new rugs be swept **only** with a Bissell Sweeper for a while.

Sell a Carpet Sweeper With Every Electric Cleaner

While the customer's mind is on floor cleanliness. The carpet sweeper is needed every day.

Sell a Sweeper With Every Home Work Saver

Including washing machines, kitchen cabinets, etc. Every purchaser of home work saving devices is receptive to the suggestion of others. Increase the sale by adding a Bissell to the larger bill.

Always Keep Sweepers on Display

Because they are usually purchased when one is shopping and is reminded of her need. Have a Bissell's "Silent Salesman" price card on the handle.

BISSELL'S "BLUEBIRD" DISPLAY WITH SPRING ORDERS.

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and

Grand Rapids, Mich.

Oldest and Largest Sweeper Makers



Victory Padlocks

Send for this Attractive Display Card of a Popular Line of "Made in Canada" Locks

There are daily needs for padlocks, therefore, you should have daily sales. Our attractively colored, easel back, display card, on your counter or in your window, will stimulate your padlock trade. It catches the eye of your customers and reminds them that the chicken house or garage, as the case may be, needs a new lock, resulting in a profitable sale for you. Do not handle foreign padlocks when you can get a better line "Made in Canada."

Manufactured by

C. O. CLARK & BRO.

Montreal - Canada

If interested tear out this page and place with letters to be answered.


Preserving Kettle.
6 to 24 pints.


Regular Tea Kettle.
8 to 14 pints.


Berlin Kettle.
3 to 20 pints.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE


Perky Teapot.
3 to 4 Pints.


Globe Teapot.
3 to 4 Pints.

"Will Outwear Any Ware"

That Phrase Tells the Story!

"Oakville"

The aluminium ware that sells because of its good qualities—beauty, suitability, good material, skilled workmanship, and an established reputation for long wear.

Oakville Pure Aluminium Ware attracts favorable attention from Canadian housewives by its beauty of finish and design. It arouses their desire to possess it when you, as a merchant, skillfully point out the selling points that appeal to housewives. They are convinced by the superior shapes, the non-heat-conducting handles and knobs, the securely riveted ears, and many other features appreciated in household service.

Don't overlook the beauty and appeal to women of this handsome ware; display Oakville Pure Aluminium Ware where it will change "passers-by" into "comers-in." Oakville displays make sales.

Write for Catalogue and Price List

The Aluminium Ware Manufacturing Co., Limited
Oakville, Ontario

Richardson and Bureau, Montreal, Agents

If interested tear out this page and place with letters to be answered.

EST'D

TUCK'S

1850

Famous Efficient Packings

Every length of these bears the trade mark as shown below. In buying High Pressure "Pacific" Packing; "Tuckite" High Pressure Jointing; or Tuck's original Hydraulic Packing, look for the trade mark shown on every length of our manufacture. The well and long established reputation of Tuck's products make it well worth your while to ensure receiving the genuine goods and enjoying your customers' goodwill.

Tuck's Unkinkable Wire Bound Hose

Armoured inside and outside—contains no rubber. This hose will not collapse (the great point of destruction in all rubber hose), but has immense strength and durability. Made in the following qualities—Petroleum and Oil Resisting; Standard and Garden, Traction Engine, etc.

Insist Upon Having the Packing  **Bearing Tuck's Trade Mark**

Tuck & Company, Limited

London **Liverpool** **Cardiff, etc.**

Canadian Representative:

Wm. J. Brown, 117 Youville St., - Montreal, Que.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada





This shows cotton part slipped off for washing.

Duskil

Polish Mops

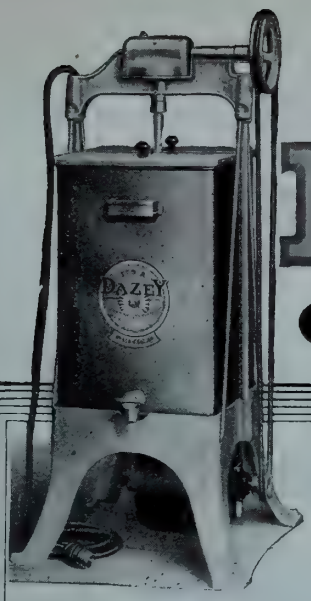
Complete with Handle
$14.00 per doz.

Polish Oil
(Pints 60c Size)
Per doz. $4.00

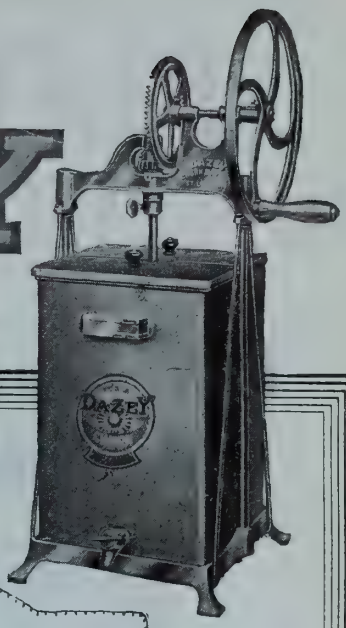
(½ Pts. 30c Size)
Per doz. $2.25

Towe & Towe
Exclusive Selling Agents
LONDON, CANADA

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DAZEY CHURNS



***—Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.**

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto
Lynch. Parker & Plews, Regina
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton.
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



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FLOOR COVERINGS

Comprising Linoleum, Floor Oilcloth, Feltol Also Linoleum and Floor Oilcloth Rugs

Many hardware stores throughout the country find it profitable to handle floor coverings in conjunction with their other house-furnishings.

LINOLEUM

FLOOR OILCLOTH AND FELTOL

floor coverings, as well as linoleum and floor oilcloth, rugs and stove mats, suitable for kitchen or other rooms, are being more generally used throughout the country. Available in many pretty patterns, they are designed to meet every requirement for kitchen, pantry, dining-room, bedroom, bathroom, hall, etc.

Piece goods are supplied in rolls 25 to 30 yards long and two to four yards wide.

Linoleum and Floor Oilcloth Rugs and Stove Mats, suitable for kitchen and other rooms, are made in the following sizes:

FLOOR OILCLOTH
Mats and Rugs

3	feet	x	3	feet
3	feet	x	4½	feet
4½	feet	x	6	feet
4½	feet	x	7½	feet
6	feet	x	9	feet
7½	feet	x	9	feet
7½	feet	x	10½	feet

LINOLEUM RUGS

6	feet	x	9	feet
7½	feet	x	9	feet
9	feet	x	9	feet
9	feet	x	10½	feet
9	feet	x	12	feet
10½	feet	x	12	feet
12	feet	x	12	feet

NOTE—Our Pattern Booklet, in Color, descriptive of nearly 150 patterns, will be forwarded on request.

Large rugs, 6 feet x 9 feet and over, are packed individually in cartons. Smaller sizes in rolls containing six—all of same pattern.

IMPORTANT: These floor coverings are Made-in-Canada to withstand Canadian climatic conditions by Canadian workmen. When you buy and sell these floor coverings you are buying the best, and, in addition, helping provide uninterrupted employment for these workmen. SPECIFY OUR MADE-IN-CANADA GOODS.

HANDLED BY THE WHOLESALE JOBBING TRADE.

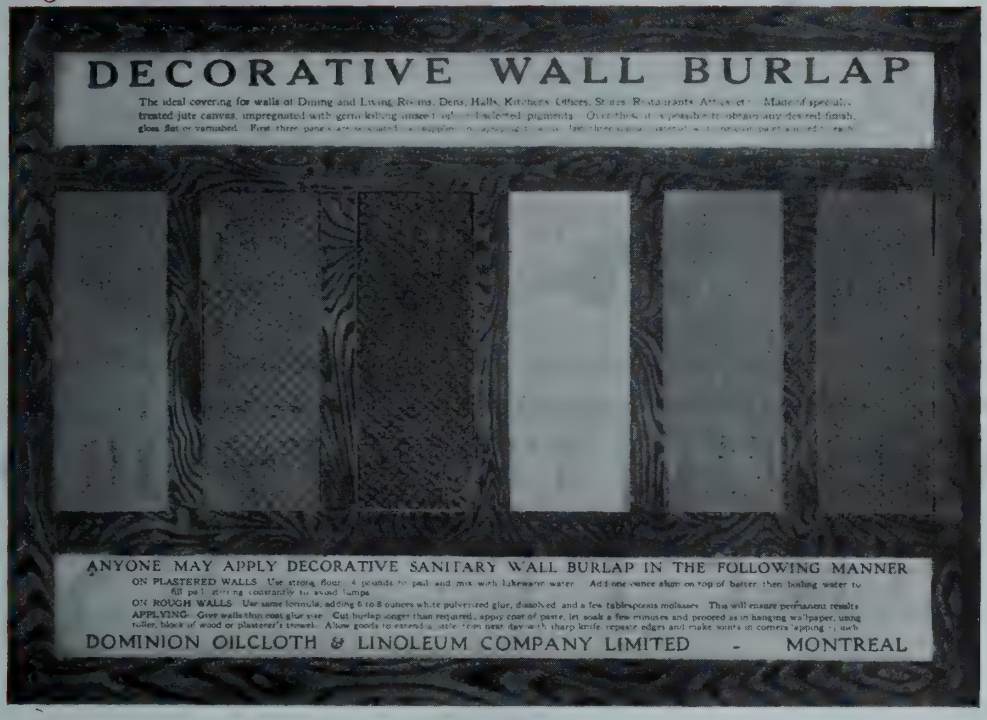
DOMINION OILCLOTH & LINOLEUM CO., Ltd.

MONTREAL **CANADA**

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THIS IS OUR NEW BURLAP SALES BOOSTER

A New Silent Partner For the Hardware Merchant



Decorative Wall Burlaps, while used for many years as an interior wall finish, are increasing in demand throughout Canada. The Hardware Merchant is the logical distributor and we are making it easier for him to handle the line and feature it.

Your little "Silent Partner"—the "Burlap Sales Booster"—is all ready for you in a strong mailing envelope, and will be mailed the same day we hear from you. Simply detach the coupon at the foot of this page and send it to us in a sealed envelope and your "Burlap Sales Booster" will go forward promptly. Then place it on your counter and let it start working for you.

You may also want samples of Decorative Wall Burlaps in the three Oil-Coated shades, white, drab and green. This will enable you to show the customer the product as he receives it from you—ready for applying to wall the same as wall paper, and for painting any desired shade. It is now high time to plan for the building season. By the time stock reaches you many will have planned to build—some to repair. By having the stock ready when the buyer is minded to purchase, you reap the advantage. A small outlay will enable you to carry an ample stock of Decorative Wall Burlaps.

MAKE UP A STARTING ORDER TO-DAY AND SEND FOR YOUR BURLAP SALES BOOSTER

DOMINION OILCLOTH & LINOLEUM CO., LTD., Montreal, Canada.

Please send me my "Burlap Sales Booster" by first mail. Also indicate how I may increase my sales by selling this line. (Indicate if you desire sample book).

Sgd. .....

.....

DOMINION OILCLOTH & LINOLEUM CO., Ltd.

MONTREAL CANADA

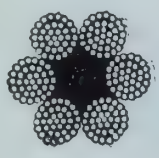
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Canada Wire & Iron Goods Co.
Hamilton

Manufacturers of

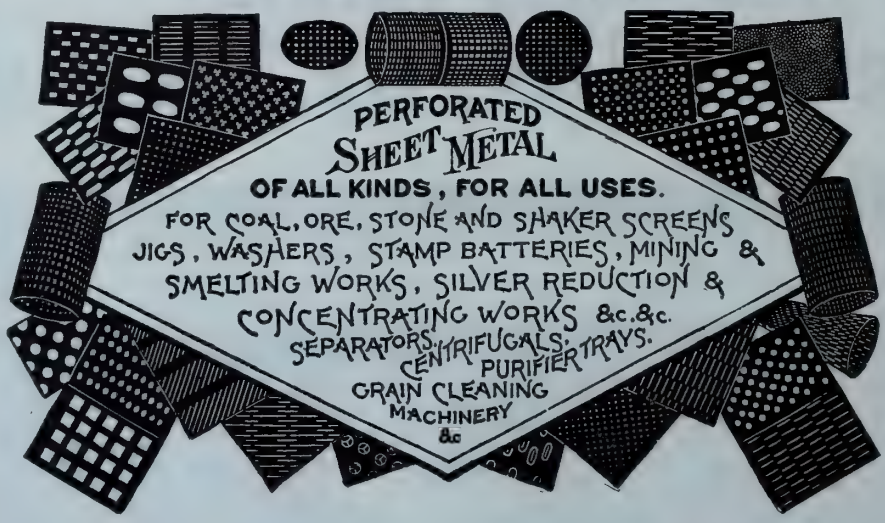
WIRE CLOTH **WIRE ROPE**

PERFORATED METALS



Have You Our Wire Rope Catalogue?

We make Spark Guard for Fireplaces



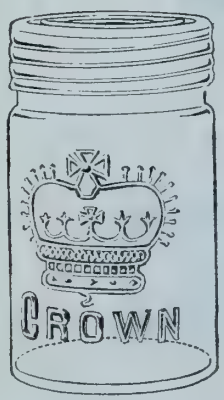


Have You Our Wire Rope Catalogue?

We make Wire Guards for all purposes

NOW IS THE TIME TO ORDER
FRUIT JARS

The Reduced Cost of Sugar Will Stimulate the Demand.



GUARANTEED FRUIT JARS



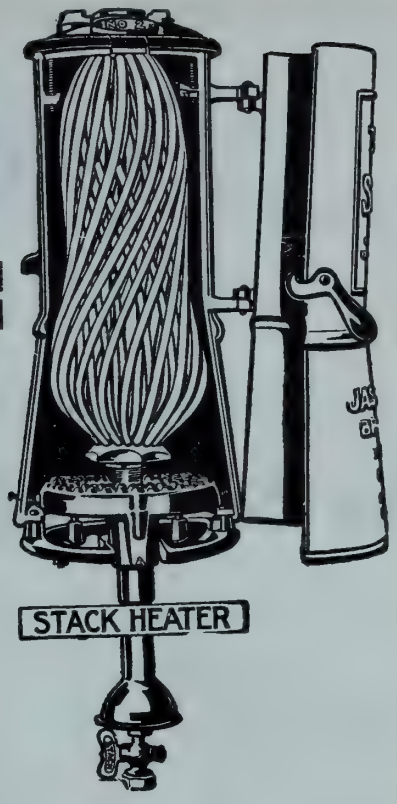
ORDER THROUGH YOUR JOBBER



BUY WHILE THE JAR ASSORTMENT IS COMPLETE.

DOMINION GLASS COMPANY, LIMITED
MANUFACTURERS

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Just a Minute!

That's all it takes to get hot water with

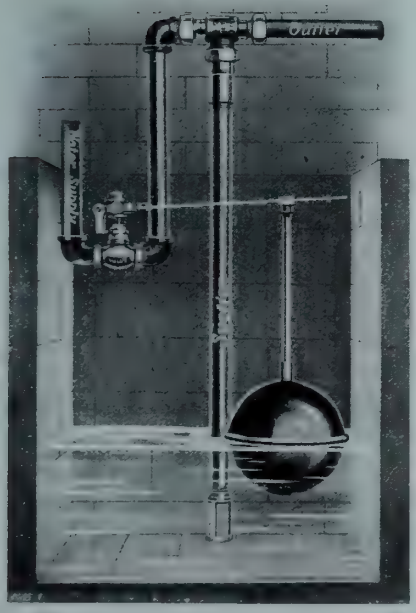
THE STACK HEATER

The selling points of Stack Heaters are very convincing. It is not hard to close sales when you can open the door and show your customer the simple, easily understood advantages of design and construction in these reliable heaters.

The Stack heats water in one minute; heats 5 gallons of water 3 minutes quicker than the average heater. It will raise the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater, also. In fact, Stack Heaters are 15 per cent. more efficient, all around.

The Morrison Cellar Drainer keeps cellars dry in winter, spring, or any other time. For the merchant it prevents deterioration of his stock, if stored in the cellar. It soon pays for itself by this saving. For re-sale it's a definite, positive help to your business. It is simple, easily understood and efficient; operates entirely automatically at 10 lbs., or higher, water pressure.

Morrison Gauges, Morrison Valves, and our many other products, are sources of good sales volume and quick turnover—investigate.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West : Toronto, Ontario

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Tadanac Brand Metals

Are Standard for Consistent Quality

AND

Purity

ELECTROLYTIC

COPPER

LEAD ZINC

Consolidated Mining & Smelting Co. of Canada Limited

Refineries at Trail, B.C.

ONTARIO OFFICE: C.P.R. BUILDING, TORONTO.
GENERAL SALES OFFICE: DRUMMOND BUILDING, MONTREAL.

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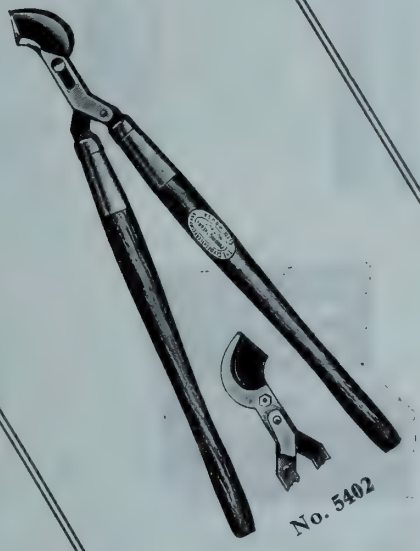
SPRING IS NEAR PRUNING TIME IS HERE.

See your stock is prepared for this Spring business. Our catalogues are now ready for distribution.

No. 5406
PRUNING SHEAR, has solid steel blade and hook with a positive shear cut. The handles are made of ash, nicely finished in natural color.

Length of handle 20 in. 26 in.
Weight per dozen 45 lbs. 53 lbs.

One dozen in wooden box



THE CLYDE CUTLERY CO.

CLYDE, OHIO

Makers of fine Cutlery and Hardware Specialties

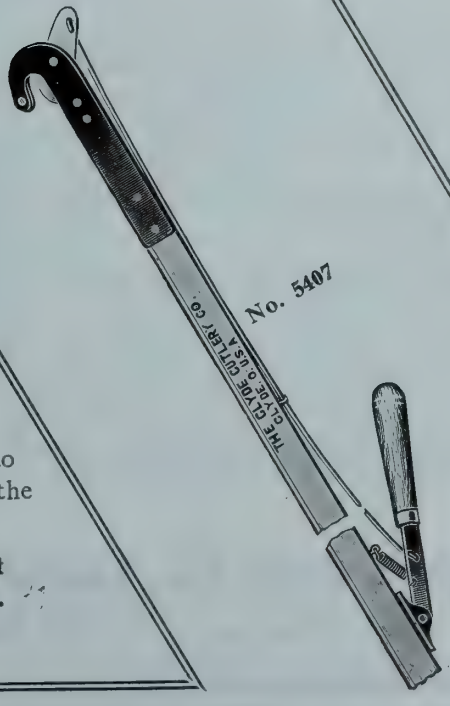
Canadian Sales Office:
Adcock & Brewer
LIMITED
Montreal, Que.

No. 5402

RED CLIPPER, draw cut pruning shear, constructed to produce a powerful sliding cut movement of the blade. The blade, hook and shank are made from tool steel and are held together by a bolt with lock nut. The handles are reinforced by pressed steel ferrules and caps and are riveted to shear.

Length of handles 24 inches
Weight per dozen 73 lbs.

One dozen in wooden box



No. 5407

TREE TRIMMER, with blade and hook made from the finest tool steel, firmly riveted to selected basswood handles. Blades are held open by a special spring device, permitting operator to use both hands for guiding. Guaranteed unconditionally as the most durable, powerful and easily operated trimmer made.

Length of handle	4	6	8	10	12	14 feet
Weight per dozen	31	35	42	48	64	69 lbs.

One dozen in a bundle

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Spells Economy to Users

THERMOS
THE — BOTTLE

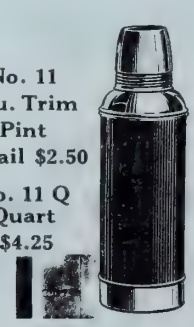
Spells Good Profits for Hardware Dealers Everywhere

Prices on **THERMOS** Products were reduced on Dec. 28th, 1920. Listed below are some of the popular numbers and prices now in effect.



No. 11
Alu. Trim
Pint
Retail $2.50

No. 11 Q
Quart
$4.25



No. 14
Nic. Trim
Pint
Retail $3.00

No. 14 Q
Quart
$4.75



No. 15
Nic. Corrugated Case
Pint $4.25

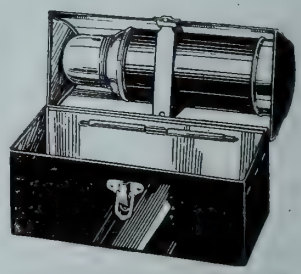
No. 15 Q
Quart
$6.00



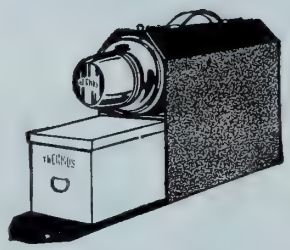
No. 61 C
Pint Fillers
Retail $1.50

No. 61 Q C
Quart Fillers
Retail $2.75

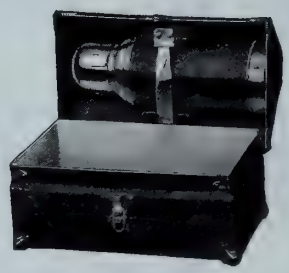
No. 61½ C
Half Pint
Fillers
Retail $1.50



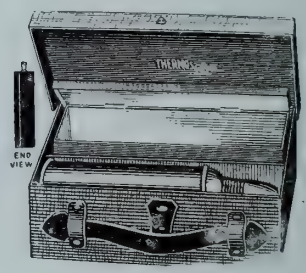
Metal Kit with No. 11 Bottle
No. 396. Retail $4.50.
No. 397. Retail $5.00 with No. 14 Bottle.



Fibroid Kit with No. 11 Bottle.
No. 416.....Retail $4.50
No. 417 with No. 14 Bottle 5.00



Pebbled Fibroid Kit with No. 11 Bottle.
No. 400 .....Retail $4.50
No. 402 with No. 14 Bottle. 5.00



Thermaline Kit with No. 11 Bottle.
No. 201 .....Retail $7.00
No. 200 with No. 14 Bottle.. 7.50

Discounts from above retail prices 25 and 10%, 2% 30 days.
Quantity orders of 25 pieces, assorted, discounts 25, 10 and 5%, 2% 30 days.
Quantity orders of 40 pieces, assorted, discounts, 25, 10, and 10%, 2% 30 days.
Freight allowed on 100 pounds or more to any dealer in Canada.
From 50 to 60 pieces assorted weighs 100 pounds or over.

An assorted order of 12 pieces allows a dealer cut-outs and window trims to make a small window display.

An assorted order of 25 pieces allows a dealer window screen, trim, and makes a splendid display for his initial order.

If you have never sold or made a window display of Thermos Products, allow us to make up the assortment for you and we will only send you the best sellers for a district like yours. Profits from 50% up on the cost according to quantity.

Thermos is nationally advertised—guaranteed to do the work we claim. Thermos Kits are splendid sellers in every district in Canada. Show them to your farmer customers—Everyone.

Thermos Bottle Co., Limited, 146 West Wellington St., Toronto

Send for fully illustrated Catalogue. **Or Your Jobber**

If interested tear out this page and place with letters to be answered.





6 x 9 Clean Out

9 x 9 Clean Out

THE TRADE K—T EE MARK FDY.

K-T Clean Out or Soot Doors

Lift-off Doors. Go on from either side. Easily replaced if broken. Low first cost.

We also make for your trade:

Cobbler Sets, Clothes Reels, Coal Chutes, Air Bricks and Builders' Castings of all kinds.

K-T Well Wheels Are Lighter--Stronger

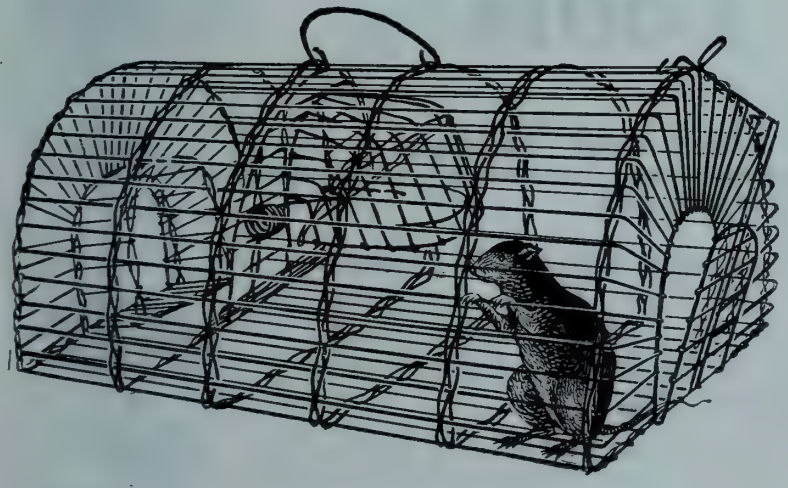
Positive rope guide---Roller bearing. "No squealing on wash day" and no oil.

In 8-10-15-in. Sizes



K-T Well Wheels

Get Your Share of Sales of RAT TRAPS



Don't be satisfied to wait until a customer asks for a rat trap —go after this business—it's profitable. Stimulate your sales by window displays, fill your window full of Macdonald's Rat Traps and watch them go.

ORDER FROM YOUR JOBBER

MACDONALD WIRE GOODS COMPANY

Other Specialties: WASTE BASKETS, DESK TRAYS, JOB WORK and TINNING.

DRUMMONDVILLE, QUE.

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A MIGHTY HELPING HAND

That, Mr. Dealer, is what your customers will find in the peerless

LONDON ENGINE



RIGHT DESIGN.—Vertical type, same as high-class automobile engines. Very best design for power and lack of trouble. **Gasoline supply in base—a feature.** All moving parts enclosed, away from dust and dirt—another selling point. Damage from freezing is impossible, too.

BEST QUALITY.—Twenty-five years on the market, some in use to-day. "Quality First" is our shop motto. You can go strong in guaranteeing a LONDON ENGINE. It will give **service** and **satisfaction**—both to the limit.

FAIR PRICE.—Once the quality was assured, the price was fixed, and by standardizing every operation and arranging the shops so as to have a steady stream of engines going through, we have been able to keep the price down to a moderate figure. Every part Canadian-made by our own foundry, blacksmith and other shops. We want to allot territory to reliable, energetic agents as distributors and sellers of this attractive engine. Write or wire!

LONDON GAS POWER CO., Limited
29 YORK STREET, LONDON, CANADA



"Canadian" Tools







Blacksmith Shop and Garage Equipment

Forges for every purpose; Hand and Electric Blowers, Drills—Post and Floor Types—for every kind of work. Shears for Cutting Angles, Bars, Sheets—for every size—from the little hand bench type to the heaviest power shear made.

These are the kind of tools you should know more about.





Write Dept. 50 for Catalogue and detailed information

Canadian Blower and Forge Co., Limited
Kitchener - Ontario

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"A SUCCESS"

"Buster Brown"

The wagon that built up the express wagon trade in Canada.



Specify "Buster Brown" when ordering from your jobber. If the jobber does not handle write us direct. Your orders and enquiries will receive careful and prompt attention.

No. 2—THE STANDARD BIG SELLER

MANUFACTURED BY

The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred. C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa. Maritime Representative: A. W. Cope, St. Lamberts, Que.



Canada's Famous "Maple Leaf Brands" of Brantford Binder Twine

ARE the recognized "TOP NOTCHERS" in twine products in all parts of the world. If this were a mere statement it would count for nothing, but behind it are the hundreds of thousands of dealers and grain growers who testify to the fact that the "MAPLE LEAF" BRANDS are positively unequalled for LENGTH, STRENGTH, EVENNESS, GENERAL APPEARANCE AND FULL VALUE AND SATISFACTION FOR THE MONEY. Further, practically half a century of experience is behind our products, during which time it has been our constant aim not only to seek the confidence and good-will of our customers by honest and fair business methods, but to maintain and improve the best known devices for the production of binder twines of the highest standard of quality. As proof that our ambition has been fully realized, we submit the enormous growth and development of our business in open competition with the world's Binder Twine manufacturers, necessitating factory extensions from time to time, until to-day we have an annual output of 10,000 tons, which is the largest of any Canadian Factory, and further extensions will be required to take care of the rapidly increasing demand for our quality. Large buyers in all grain-growing countries where Brantford Binder Twines have been introduced, have found them the most satisfactory under all conditions, and if you are not already familiar with this fact it will pay you to get acquainted with us and our line. We are prepared to look after your requirements in binder twine for quantities large or small. Write us for samples and quotations. We invite comparison with other twines. We have thrived on competition because we have excelled in quality. We have specialized on binder twines and made them our exclusive study. We submit all fibres to a special treatment to make them insect proof.

YOUR ENQUIRIES WILL RECEIVE OUR MOST PROMPT ATTENTION — ROPE AND CORDAGE OF ALL KINDS.

The Brantford Cordage Company, Limited

LARGEST MANUFACTURERS OF BINDER TWINE IN THE BRITISH EMPIRE

BRANTFORD, CANADA

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Gillette



The Bulldog



The Aristocrat



The Combination

The man who walks into your store to buy a Gillette Safety Razor has formed ideas of more comfortable shaving. He has been "sold" on the idea of No Stropping —No Honing.

If you can sell him the razor he asks for, you bring his vision of better shaving to reality and you make a friend.

You are in business for YOURSELF, and not so much for to-day as for to-morrow and the days to come. Consider yourself by considering your customers first. By realizing their expectations and delivering the article that will fulfill their visions, you build up GOOD WILL—that one great thing on which every business is dependent. A pleased customer comes back to you not only for his Gillette blades but also for everything else in your line.

Under varying conditions, through all seasons, before the war, through the war and after the war, each year's sales of the Gillette Safety Razors and blades have steadily increased. To-day, the Gillette Safety Razor is endorsed by twenty million men, and in a time when careful buying is the right policy, it stands out as an article on which it is wise to stock up and carry a complete assortment.

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, MARCH 19, 1921 No. 12

"The Best Is Yet to Come"—Surveying Outlook for Spring and Summer 151
Manufacturers' and Wholesalers' Opinions on Business 152
Plans for Increasing Hardware Turnover 153
What the Luxury Tax Stamp Perforators and Board of Commerce Cost the People 155
Novel Ideas to Help Sell Hardware 156
Bringing 1921 to a Profitable Conclusion 166
Efficient Departments Strengthen Business 167-169
To Assist in Preparing Your Spring Advertising 170-173
Meeting Problems of the Readjustment Period 174-179
Some Practical Ideas for Tinsmiths 180-181
Hardware Merchants Prominent in Developing Electrical Business 182-187
Featuring Spring Lines in Window and Store Display 188-189
Building Auto Accessory Business in Five Years 190-193
Getting the Spring Paint Business 194
The Right Perspective on Trend of Paint Prices 195
The Brush Department 196
Paint Manufacturers' Opinions re Outlook 197
The Sale of Insecticides 198-199
Editorial Comment 202
The Clerks' Department 204
News of Western Canada 206-207
Events in the Trade 208-209
Catalogs and Booklets—Hardware Letter Box 210
Twenty Years Ago 211
New Hardware Goods 212
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburgh 213-221
Weekly Paint Markets 222-223

The MacLean Publishing Company, Limited

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

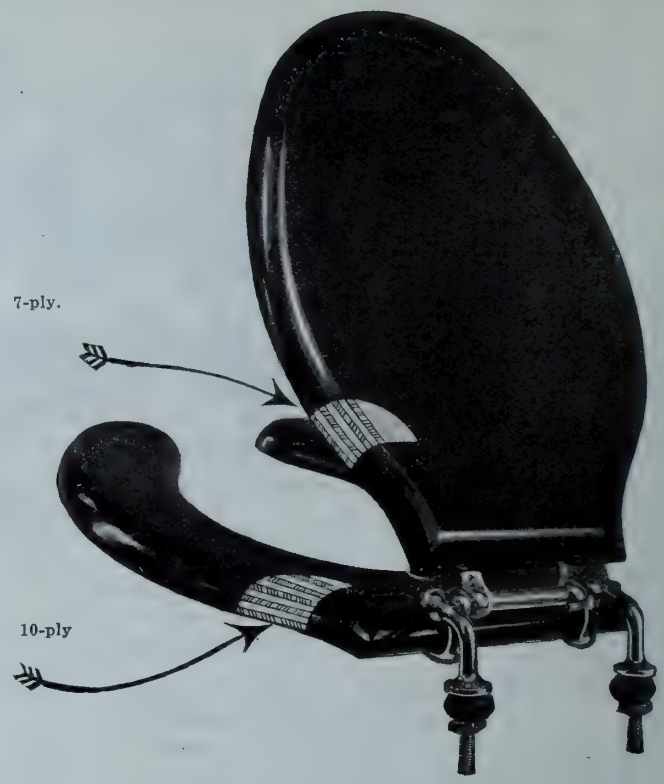
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

The Everlasting Veneer Toilet Seat

For Strength, Cleanliness and Hygiene

MANUFACTURED of air-seasoned wood veneer in 7 and 10-plys, according to the amount of strain and wear required of its respective parts, the veneer held together by means of our special wood cement that is proof against extremes of heat, cold and dampness, the **Everlasting Toilet Seat** will outlast any other on the market.

Specially recommended for cold, damp basements, schools, factories, or other public places where the closets are subjected to all manner of abuse or rough usage. The **Everlasting Veneer Toilet Seat** will never crack, warp or split.



Canadian Veneering Co., Inc.
Acton Vale, Que., Canada

Investigate!

SHIPBUILDERS' **DREW'S TOOLS** MECHANICS'

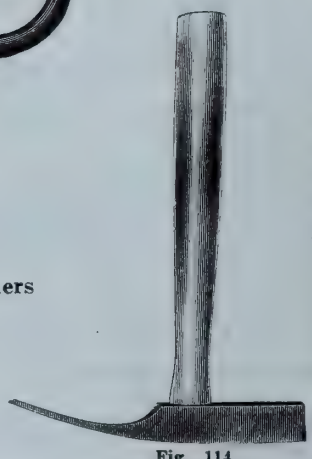
Acknowledged the Best. Ask the User

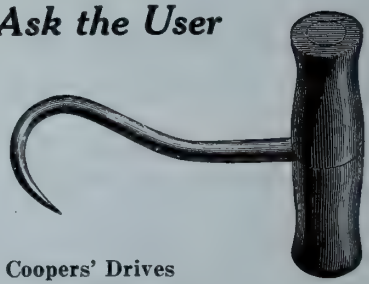

Fig. 85


Fig. 93


Fig. 120

Freenail Augers
Boom Augers
Set Augers
Calking Irons
Calking Mallets
Marlin Spikes
Trawl Splicers
Coppering Hammers
Ship Scrapers
Tree Scrapers
Box Scrapers


Fig. 114


Fig. 119

Coopers' Drives
Coopers' Hammers
Brick Hammers
Brick Trimmers
Brick Jointers
Brick Chisels
Stone Drills
Hay Hooks
Box Hooks
Box Chisels
Cold Chisels

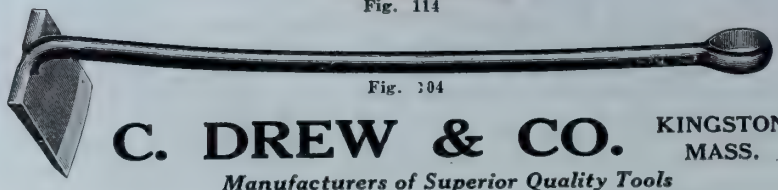

Fig. 104


Fig. 96

Fig. 36

Established 1837

C. DREW & CO. KINGSTON MASS.
Manufacturers of Superior Quality Tools

Send for Catalogue

If interested tear out this page and place with letters to be answered.

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Buy in the Empire and get the best goods.

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BRISTOL, NEWPORT AND MONTREAL

A. C. LESLIE & CO., LIMITED
MONTREAL
MANAGERS CANADIAN BRANCH

Our Trade Mark

A Guarantee "DOMINION" Of Quality

IRON and STEEL

Bars, Hoops, Angles, Plates, Beams, Channels, Tees, Pig Iron and Ferro Alloys

SHEET METALS

Tin, Terne and Canada Plates, Cold Rolled Strips, Polished Sheets, Sheet Zinc, Copper & Aluminum

INGOT METALS

Tin, Copper, Lead, Zinc, Antimony, Aluminum, Etc.

FIRE BRICKS & CHEMICALS

A. C. LESLIE & CO. Limited

Montreal

VOL. XXXIII No. 12

Hardware and Metal

TORONTO, MARCH 19, 1921

"The Best is Yet to Come"

Canada's National Hardware Weekly

Published Every Saturday Since 1888

SURVEYING development of the past year and with more particular regard to the period since the turn of the year, the opinions of manufacturers, wholesalers and retailers as to the outlook for the coming spring and summer are summarized in the above words. In giving this opinion it is felt that the "best" can only be achieved by making use of every possible factor in efficient merchandising.

A distinctly improved sentiment since January and particularly noticeable in recent weeks is reported, and while no immediate return to the great activity of 1919 is anticipated, it is felt that there will be considerable improvement, on a gradual scale, during the present year. Hardware has not been burdened with the great reductions of some other commodities, and while recent buying has been light, it is noted that repeat orders are forthcoming frequently, and with a good sorting business it is thought that, in at least some hardware lines, business will be equally as good as at this time last year. In paints and varnishes this tendency is particularly noticeable, and last year was the biggest yet in these lines.

Much hinges on the expected revival of building in Canada and it is thought that with ample money available and an ample demand existing the decision that nothing can be gained from further postponement is soon expected to be made.

Hardware merchants emphasize the importance of confidence in the gradual readjustment of business to new conditions. Suggested methods of increasing turnover during this period include the following—more personal contact with customers, more advertising, addition of new lines, close study of stocks, more attention to elimination of dead lines, maintaining well-assorted stock of lines in demand, close watching of credit accounts and advice to customers not to buy above their means, but to buy necessities.

This is the 33rd Annual Spring Number of Hardware and Metal. In the following pages will be found many useful suggestions for business during times such as are now prevailing. Close attention to the trade newspaper was advocated by the president of the Ontario Retail Hardware Association at its recent convention, and it is felt that the suggestions given in this issue will justify frequent reference during the spring and summer months.



Active Sorting Business in Hardware

What Various Hardware Wholesalers and Manufacturers Think of the Business Outlook—Light Buying Continues But Repeat Orders Forthcoming—Active Sorting Business Will Bring Total Volume Nearly Equal to Last Year in at Least Some Lines

FOLLOWING are a number of opinions expressed to Hardware and Metal by hardware manufacturers and wholesalers in all parts of Canada, concerning business conditions and the outlook for the spring and summer months:

Expect Good Sorting Trade

"When we refer back to our sales for the first two months of the present year, business has offered nothing that would tend to show that abnormal conditions exist, or that we are experiencing a very dull period," said Geo. C. Davis, manager Frothingham & Workman, Ltd., wholesale hardware, Montreal. "We are undergoing a period of readjustment, with the volume of business, in some lines, not as great as the few years previous, but we must not forget that conditions did then exist, through the winter months, which benefited us all more or less. January and February, 1918, 1919 and 1920 were active months because we all, from the consumer to the manufacturer, were eager to obtain goods that had shown a scarcity during war years.

"The trend during spring and summer months promises well from the outlook of the hardware trade and we should enjoy a good sorting business. We have not been burdened by great reductions on our stocks as have other commodities and I do not believe we will be faced by any great reductions in the coming season. In fact, on many of the leading lines, we have been assured no declines will be made for spring deliveries and even on some principal fall booking lines. Shortages on many commodities are more liable to be made manifest again when the demand increases."

Edward Goodwill, Vice-President, Thos. Davidson Mfg. Co., Ltd., Montreal

"Business has been light during January and February this year. One of the direct causes for this is that the retail dealer has curtailed his buying, anticipating lower prices. To-day he finds the stock on his shelves depleted.

"We do not anticipate any reduction in prices for at least the first half of the year, except possibly on odd lines here and there. The present prices on our products were made last August. From that period until the end of the year productive costs increased. We did not advance our selling prices, but maintained these prices with a less profit on our output. So that with the slight reductions made on our raw materials since the beginning of this year we are only back at the production cost of August last.

"The improvement shown in the last few weeks gives us the assurance that a good business year may be looked for, especially so when we bear in mind the condition of our country financially and with its productive ability."

Considerable Improvement This Year

"We do not look for any immediate return of such commercial activity as has existed for the past few years, but we do feel that business will improve very considerably as the year progresses. In fact in our own experience we have noted a much better sentiment since the first of the year," said W. Beverley Robinson, president, B. & S. H. Thompson & Co., Montreal.

"Steel prices have been cut in some quarters, but we understand that our principals—the United States Steel Products Company—intend to maintain their present schedule for the time being. I recently visited the important Canadian cities with E. P. Thomas, president of the United States Steel Products Company. We were both much impressed by the reports which we received of improved business conditions from practically all our customers upon whom we called.

"I think it is very generally felt that construction, which is so urgently required, must be proceeded with during the present year, and if so, it should have a very beneficial effect upon general business conditions."

Normal Demand for Brushes

"The start of the year 1921 has shown a decidedly favorable tendency in the demand for brushes, which has been quite normal. We have not experienced the depression as reported in many lines and it is our opinion that our experience is quite general with commodity lines, such as are handled by the hardware dealer," said C. M. Farringer, the Boeckh Co., Toronto.

"We have every confidence in what the near future has in store for our lines and the best example we can cite as to our optimism is the fact that we have not laid off any of our hands. The prospect of an early spring is conceded as the forerunner of a good paint-up and clean-up season, which we feel assured is at hand.

"The hardware dealer who is ready to cash in on this Spring's opportunities will undoubtedly find a nice balance on the right side of his profit and loss account."

Roofings, Building Paper

"The roofing felt and building paper demand has been light so far this year, notwithstanding a very important reduction in prices was put into effect at the end of last year," said D. J. Munn, president, Alex. McArthur & Co., Ltd., Montreal.

"Confidence only is required to bring activity to the building trade. There is ample money available and ample demand for the erection of all classes of buildings, especially of the residential class.

"Waiting on the probability of lower costs is the chief cause of inactivity, but there is much evidence that a decision to go ahead is nearly at hand. And there is every indication of a very great improvement in this line to begin this month."

No Radical Slumps

"We are emerging from the painful several months' period between boom, war and post-war conditions to the beginning of the normal, natural, healthy plane which we feel sure March and April will usher in. We are simply reconstructing our minds from the dizzy, giddy "jazz" period we have been through to normalcy. Dealers' stocks are low in our lines and we are confident regarding the next few months that there will be no radical slumps and no further semblance to panicky conditions."—H. C. Bonney, general manager, the Barrett Co., Ltd., Montreal.

Plans for Increasing Hardware Turnover

More Advertising, Use of Circular Letters, More Individual Effort in Personal Contact With Customers, Adding New Lines, Are Means Suggested by Various Hardware Merchants to Encourage Business—The Business Outlook—Replacement Costs Higher in Some Cases

INFORMATION has been gathered by Hardware and Metal from a representative group of hardware merchants in all parts of Canada as to the present condition of hardware stocks, compared with a year ago, as to any heavy stocks being carried of certain lines, as to the effect of unemployment, as to the policy being followed in view of price declines, as to any signs of a renewal of business activity, as to prospects for future business, means of increasing turnover, and as to whether or not much building is contemplated in the various districts.

There is apparently little uniformity in regard to stocks carried. The majority of merchants report that stocks are lighter, and these range from 15 per cent. less to one-third less. Almost an equal number report stocks are heavier, these ranging from 10 per cent. to one-third greater. A number report that stocks are in smaller quantity but greater in value. In a few other cases stocks are said to be practically equal in volume with those on hand last year at this time.

Lines specified as being the ones which are heavily stocked include: tools, cutlery, prepared paints, builders' hardware, and blacksmith's supplies, oils and greases, ranges, heating stoves (due to the mild winter), foot warmers and sporting goods. Varying conditions in certain parts of the country explain why these lines are more heavily stocked in certain stores now than in others.

Concentrate on Fast Moving Stocks

In speaking of the condition of their stock some merchants state that they now have a clean, well assorted stock, as result of special selling effort on usually slow moving lines. Others report that they are cutting down on heavy goods and concentrating on the fast movers.

Again in regard to the question of unemployment and its effect upon trade opinion is nearly divided. There is a slight majority of those reporting that unemployment has had no effect. Particularly Western dealers in rural districts discount the effect of this. One merchant states that sales of furniture and factory supplies have suffered from this cause, another reports that sales of paints and household hardware have been stimulated due to unemployment.

The policy being followed in view of declining prices in hardware seems unanimously to be one favoring buying in smaller quantities, keeping a close watch to see which lines move most readily, keeping a good assortment so as to take advantage of all possible trade, and follow the prices down and re-marking goods on hand as soon as a decline is noted.

As to plans for increasing turnover during the readjustment period a number of suggestions are made. Some merchants advocate special sales, others recommend preaching optimism and advise others not to get excited nor to "give away" their goods. Other suggestions are to do more advertising, to send out circular letters, to employ more individual effort, add new lines, to use more personal letters on customers, to spend more time in personal contact with customers, to keep up the fast moving stock and eliminate the dead stock. One merchant who made the suggestion to add new lines states that he has recently added crockery, beds and mattresses.

A small majority of replies do not mention that there are any definite signs of an early increase in business in their districts though nearly an equal number report that there are such signs and some others think the outlook is indefinite. Some merchants are of the opinion that further declines are necessary before buying will be resumed on a normal scale. Others report business slowly improving, that business has improved noticeably since the beginning of the year, and others expect an early revival of building will help matters.

Outlook is Good

Opinion is practically unanimous, that the outlook for business is reassuring. Practically every merchant replied that the outlook was better than ever. Some of the statements made were as follows:—"A good year for turnover but profits will be smaller;" "depends on grain prices;" "farmers' purchasing power is not so great;" "first six months may be rather slow;" "summer tourist trade is expected to be good."

An equal number of merchants report "yes" and "no" on the question of building contemplated, and it is evident that opinion is somewhat divided on this subject. Some merchants state that there will be considerable public building done but little private construction.

A number of the replies setting forth some helpful information are reprinted as follows:—

Urges Use of Personal Letters

Box Bros. Ltd., Souris, Man., are using more personal letters on customers in connection with the sale of seasonable goods. Incorporated in these letters is advice to those suffering from financial difficulties, to buy only what they can pay for and to refrain from increasing their liability.

This firm is reducing prices in line with the market and finds that by keeping stocks low in volume but well assorted, they can follow this policy without much loss, while at the same time retaining the confidence of the customers. A policy of light, well assorted stocks and close buying is recommended.

Unemployment Helps Paint and Household Hardware

That unemployment has helped sales of paint and household hardware is the statement of the **Mills Hardware Co., Hamilton, Ont.** In regard to the policy followed in view of present price declines this firm states "on account of our low stock we are able to sell at new prices." It is stated that no decline in business activity has been experienced and the outlook is good. As to plans for increasing turnover the suggestion is made that by eliminating dead stock the good selling lines turn themselves.

Improvement with New Year

I. W. Bennett & Son, Ltd., Gananoque, Ont., report that since the beginning of this year business conditions have certainly improved, and unbounded confidence is expressed in the future. Unemployment is said to have had little effect on business, and price declines in hardware are thought by this firm to have been so light as to be hardly worth mention. A 15 per cent. lighter stock is being carried by this firm than a year ago.

Have the Largest Staff in History of Store

Dealing with conditions in **London, Ont., Cowan Hardware Co.** states: "London is in a peculiar situation as regards trade and it has always been so in our experience. We do not have any great booms but a steady growth, consequently when a slump comes we are never so badly affected as communities which have had more or less of a mushroom growth. While there is no doubt some unemployment here it is scarcely noticeable and while Toronto and other cities are spending huge sums for relief we have, fortunately, had nothing of this sort to contend with here. We have had very few applications for positions in our store, in fact we looked for a very great many and have been very agreeably disappointed. We have the largest staff at the present time that we have ever had and business early this year has justified us in keeping them on. In fact, if business increases as it always has done in the spring, we will have to increase our staff fully 25 per cent.

"As to plans for increasing turnover, our idea is to increase our advertising and by offering tempting bargains, judiciously, to keep up our clientele, at the same time increasing the efficiency of our service and strengthening any weak links that may exist."

Going Down Other Side

"We are going down the other side of the hill of high prices and we are dropping accordingly. We put prices up when they were on the increase and made money so that we can afford to lose a little now by marking prices down. We believe it is wise to go slow and buy with caution. Big orders are out of the question. There will be considerable public building here this year but private house building will be slow. We need the houses but lumber, labor and nearly everything else which enters into building must drop before building can be done in safety, having regard for future values." **A Brantford hardware merchant.**

Banks to Blame

"These big sales are hurting business. The banks and newspapers are to blame to a great extent. Newspapers are talking great reductions and naturally the public want lower prices. The banks are pushing their customers too hard. They are always saying farmers can have all the money they need to run their business but they will not let them have money in this district, even on A1 security. My outstanding accounts are double what they were last year and it is almost impossible to get any money in," says **W. E. N. King, Neepawa, Man.,** who states that his stock is one-third larger than last year and who advocates close relations with customers as a means of increasing business.

Need No Permit as Owner of Firearms

Hardware Merchants Carrying Stock of Rifles, Guns, Revolvers, etc., Do Not Require Permit As Owners of Such Weapons—Technicality in the Recent Legislation

AN enquiry was received by Hardware and Metal from Macnab & Sons, hardware merchants, Orillia, Ont., this week re the status of retail merchants under the part of the Criminal Code referring to the sale and ownership of firearms. The legislation as outlined in a recent issue of Hardware and Metal makes no exception of retail hardware merchants who are carrying a stock of firearms. It states that the wholesaler needs no permit to sell to the retailer and that the retailer must have a permit from the customer before he can sell a gun, but as far as the stock of rifles, revolvers, etc., which the merchant has in his store is concerned, a literal translation of the act would seem to class merchants as owners of these articles, for which they should have a permit as owners.

Taking this matter up with Superintendent Rogers, of the Ontario Provincial Police, Hardware and Metal was informed that it was not the intention of the act to compel retail merchants to have permits for stock of rifles, guns, revolvers and other weapons in the second class of offensive weapons. No permit is required for weapons such as knives and others in the first class when in the shop, warehouse, home, etc., but only when carried on the person.

It is evident from this authority that the retail hardware merchant must only be careful to see that the purchaser has a permit and to fulfil the other duties as outlined in the regulations, such as keeping record of the sale, permit, etc.

Costs More to Replace Some Lines

"The decline in hardware is very slight so far. In fact we find it is costing us more to replace some of the lines we are buying for spring. The high rate of exchange and the present price in the United States make expensive prices on goods from there. Now in order to sell goods it is necessary to slaughter prices and this does not seem like good business in view of the price we have to pay to replace them. This district has had four crop failures and conditions are worse here possibly than in most places. In all lines merchants are putting on sales. At least 85 per cent. of the stores recently had their windows decorated with large sales signs and the local paper was filled with large advertisements at discounts ranging from 25 per cent. to 50 per cent. The papers talked lower prices and the public almost refused to buy without they received a liberal discount. Our advertising in local papers lost its effect because we did not advertise cut prices. Lines advertised at regular prices did not sell.

"Local conditions have much to do with our policy, namely, lack of produce to sell and the reduction in price of wheat and cattle, which are our main commodities to sell. The reductions in these lines add to the delay on the part of the purchaser waiting for lower prices on hardware. Our stock is larger in dollars and quantity than last year and we have made no sacrifices as yet though all the other merchants have had sales and met with some success though the prices were below what the goods can be put back on the shelves for." **Hewitt & Black, Ltd., Medicine Hat, Alta.**

NEW ONTARIO REGULATIONS FOR HEATING OF APARTMENTS

The amendment to the Public Health Act of Ontario dealing with minimum temperature of apartments is as follows:—

87a.—(1) The owner of every apartment house, or other building, in which rooms or suites of rooms or apartments are rented, who has the control of the heating of such building and rents the same or any part thereof and undertakes to keep the same heated, shall keep the portions thereof so rented heated throughout to a temperature of not less than sixty-eight degrees Fahrenheit, between the first day of October in each year and the first day of June in the following year, and in default he shall be guilty of an offence and shall incur a penalty of not less than $50, and not more than $500;

(2) The medical officer of health and any sanitary inspector acting under the instructions of the medical officer of health or of the local board, may enter any such apartment house at any time for the purpose of seeing that the provisions of this section are complied with.

Does More Advertising

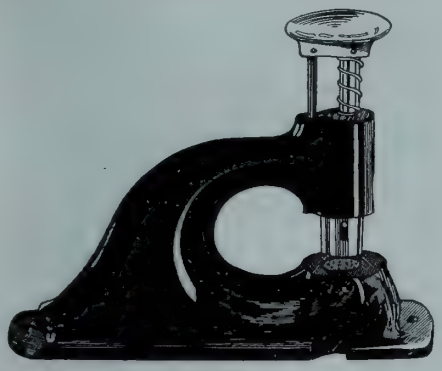
More display advertising is being done by **R. Morwood Co., Welland, Ont.,** to stimulate turnover. As to the trade outlook, this firm is of the opinion that much depends upon labor conditions. A well-assorted stock is being carried and prices are being met "square in the face."

Stamp Perforators Cost $77,695.75

Large Sum Secured From Retail Merchants in Return for Licenses Under Luxury Tax is Spent on Machines, Which Are Now Apparently Useless

AN echo of the luxury tax fiasco of the last budget brought down by the Federal Government is heard as a new program of taxation is about to be launched for the fiscal year of 1921. This has to do with the cost of operating the luxury tax.

In this connection it is noted that during the operation of the luxury tax from May 19 to December 20, 1920, stamp perforators to the number of 49,965 were purchased by the Government at a total cost of $77,695.75. The perforators were purchased from W. H. Banfield & Sons, Limited, Toronto, on terms f.o.b. factory Toronto, net cash 30 days from date of invoice. Price first 25,000, $2.00 each; on quantity in excess of 25,000, $1.55 each. Tenders were called for the supplying of these machines. The perforators were simply loaned to retail merchants and local Collectors of Inland Revenue throughout the country have been given instructions to recall the machines.



The stamp perforating machine "loaned" to retail merchants under the Luxury Tax in return for a fee of $2.00 for a license. Figures given herewith show what these machines, now apparently useless, have cost the merchants.

It is evident from the foregoing that the failure of the luxury tax to prove an acceptable and adequate medium of taxation, cost the people of Canada a large sum of money, part of which was made up by the $77,695.75 paid out for the perforators, which as a whole came in for very little use, and which were not used at all by some merchants, who were unacquainted with their use, and who therefore continued to send in their returns with copies of sales slips until the tax was repealed.

Retailers Paid for This

The money spent on perforators did not come directly out of the Government Treasury, for it will be remembered that while no direct charge was made to the retailers for the perforators, such merchants as were liable were compelled to pay a registration fee of $2 to secure a retailers' license, and it was affirmed by a Government official that this $2 was really to cover the cost of the perforator. A reference to the figures will indicate that the collection of $2 from each merchant would pay the cost of the machines and leave a little balance. Thus it looks as though the retailers were directly assessed for this fund, which purchased something which was impracticable and which has now been dispensed with. Apparently there is no further immediate use for these machines. Nothing has been said regarding their disposition.

Board of Commerce Cost $140,412.97

From Its Institution Up Until Now—No Members of Board at Present—Very Reduced Office Staff—Estimate of $1,000 for Expenses of Board This Year

"DID the work of the Board of Commerce justify its existence?" This has been a common question on the lips of hardware and other merchants for some time past.

In this connection it is interesting to note that the total cost to the Government of the Board of Commerce from its institution up until now has been $140,412.97.

As to the present personnel and status of the board it is noted that while the Board of Commerce under the statute still exists, the organization has been reduced to the following: the secretary, one stenographer and one messenger. There are said to be no official "members of the board."

Four enquiries have been held by the board since last session of Parliament. These included hearings in Montreal and Ottawa in regard to sugar prices, and two enquiries in Toronto dealing with price of milk and boots and shoes. Enquiries were in progress at various points with a view to formal hearing by the board, which ceased on resignation of the commissioners.

It is unlikely that the Board of Commerce will be active for at least another year. Last year's estimates set aside a sum of $124,000 for maintenance of the board, whereas this year there is a single estimate of $1,000. The latter sum will not go very far in carrying even the much reduced staff as outlined as still on the roll of the board.

CANCELITIS

SPEAKING on the subject of order cancellations, Thos. Jones, vice-president the Cowan Hardware Co., London, Ont., made the following statement to Hardware and Metal:—

"I feel very strongly on the subject of "Cancelitis" which has been receiving so much attention from some of the trade papers and magazines and I can feel this way with a clear conscience because our concern has not in one single instance cancelled an order in Canada and only two in the United States, which latter were caused by the extremely high rate of exchange.

"During the last four or five years it was undoubtedly a sellers' market and they took full advantage of it. I have been told repeatedly to order four times what we needed as we would be lucky if we got 25 per cent. of our order and even that much at no guaranteed time. We bought goods at one price and paid two, three and even four times as much when they were delivered. Letters to manufacturers were in many cases never answered and where they were, the replies were of an extremely independent character.

"All these things the buyers (who are really the little fellows compared with the manufacturers) had to put up with and to my mind it shows a very great lack of the sporting spirit on the part of these big fellows to squeal now when the buyer who is stocked up refuses to take in the balance of his back orders at present high prices, which he was urged to buy in order, as stated before, to get any goods at all."

Tax on Turnover Is Recommended

Never Before Has Industry Been Organized to a Point That Seems to Offer so Fair a Chance for the Success of This Plan of Taxation —A Tax Upon the Total or Gross Business Done by Every Person or Association of Persons

Written for Hardware and Metal by AUSTIN CAMPBELL, of The Financial Post

TAXATION is undoubtedly the most vital problem facing the world of commerce to-day. Out of the whirlwind of the war all nations and peoples have now to garner a harvest of heavy taxes. It is inevitable. We expected it, and must face it. National debts must be liquidated. Government credit must be maintained and interest payments met. In the words of Lincoln, "We must finish the work we are in and bind up the nation's wounds."

This all requires revenue, and revenue means taxation. It is, therefore, not a question of how little, it is rather a problem of devising ways and means to raise the required amount with least trouble and in the most equitable manner. To this problem Canadian merchants and business men are to-day giving most careful thought. Our immediate and future success and prosperity, they recognize, both as individuals and nations depends upon its adequate solution.

The Condition of Affairs

Burdened with a national debt of over two billion dollars, which it is estimated will require $225,000,000 annually to retire with interest at maturity; witnessing a reduction in customs receipts and a huge deficit in railway operation; recognizing that the much lauded business profits tax has failed of its hopes as a revenue producer—with these and other vital financial problems staring the country in the face, is it any wonder that economists are searching for the all-redeeming solution?

Indirect sources of revenue such as Excise, Postal Service and Customs cannot be expanded to cover the emergency. Indeed the last-named source is due, in 1921, to yield even less revenue than in previous years, if those who advocate downward tariff revisions have their way. By taxation alone, therefore, can the essential revenue be raised.

Ideal and perfect taxation is an admittedly human impossibility. Students of this most vexed problem unite in agreeing that the present system is "a cankering sore eating into the vitals of business." The Excess Profits Tax, they maintain, throttles industry and strangles initiative. The Income Tax practically exempts the little man and affects the wealthy, so that he withdraws both his capital and his brains from commerce. Where then lies the solution?

The Turnover Tax

Into this controversy the Gross Sales or Turnover Tax injects itself with a high hope. The idea is not new. It has been debated for centuries, but never before has industry been organized to a point that seems to offer so fair a chance for the success of this plan. William C. Cornwell, editor of Bache Review, expresses his view in the following forceful sentence:

"There is but one way out; one source untapped; one reservoir with almost unlimited supply; one method simple, smooth working, practicable and business like, instantly available, easy and economically administered—the tax on turnover—it will inestimably benefit every citizen of every class."

The Turnover Tax is, as its name implies, a tax upon the total or gross business done by every person or association of persons. The fixing of the rate or percentage, which for purposes of studying the problem has been figured at 1 per cent., is a matter which will be dependent upon the amount of revenue required from this tax and the amount of "turnover" of the country's business. The tax implies that every one who sells anything, or renders any service for payment, shall collect a prearranged percentage in addition to the actual sale price of the transaction. Essentially this percentage must be capable of being "passed on" to the consumer.

Basically it is the ultimate consumer —and we are all ultimate consumers— who enjoys the benefits and protection of Government, hence, fundamentally, any just tax must be borne by all the people equally in proportion. This is not the case with any system of taxation now in force.

The Problem

Granted then that the Turnover Tax has many strong arguments to recommend it, and admitting that the Business Profits Tax must be repealed, the questions arise: How much revenue is required? Can this tax produce it?

While Sir Henry Drayton has not yet tabled his 1921 budget, we have in hand the estimates of the fixed annual expenses of the Government, and the reasonable knowledge that this year's business activity is not likely on the whole to exceed 1920. With this in mind, and allowing for the repeal of the Business Profits Tax, also calculating a deficit of $50,000,000 on the National Railways, we arrive at a figure of $150,000,000, which has been estimated by some students as the probable yield that would be required from a Turnover Tax in 1921. Can this be done?

The answer is decidedly, yes, easily and cheaply. The actual "turnover" of Canadian business is not known, no official records ever having been prepared, but in the operation of the present Sales and Manufacturers' Tax, however, we have a most fortunate and striking example. According to the records of the Financial Department these two systems, which by the way have operated without friction or complaint, have yielded revenue to date at the rate of over $8,000,000 per month. Nearly $100,000,000 per year, and at that all food products, raw or manufactured, are totally exempt.

Can any better proof be asked? An increase of 1 per cent. in these combined taxes would raise the full amount needed. The extension of the system to the full intent of a Turnover Tax would raise enough revenue to retire our national debt in one or two years. A prominent member of the Senate Finance Committee estimates five billion dollars.

The Application

At first glance it might appear that 1 per cent. added to the cost of an article with each movement from raw material stage to consumer would accumulate a heavy aggregate tax. That this is not so has been proved by extensive studies

WILL HOLD CONFERENCE ON MARCH 30 AND 31

A conference of manufacturers, wholesalers and retailers, will be held in Toronto on March 30 and 31, to discuss this important subject of taxation. The system of taxation at present in force, alternative methods suggested by the three interests and a possible taxation system that would be acceptable to all, will be taken up.

This article on the subject of taxation is one of a series. Taxation will be discussed from different angles and readers are invited and urged to express their opinions on this all-important matter. Hardware and Metal will be glad to receive expressions of opinions from retailers.

of particular commodities, which indicate, in the case of a loaf of bread, an increase of merely one-sixth of a cent. A pound of beef adds, through four taxable sales, only one cent, or say 2½ per cent. to the final cost, while a pair of shoes, which sold in 1919 at $16.75, are increased 49 cents or 2.87 per cent. Jules S. Bache, speaking on this question in the United States, says:

"Those who have given time and thought to the working out of this tax have as yet been unable to find an article on which the tax would aggregate a greater amount than 3¼ per cent."

The Individual's Position

Though every one confesses to a willingness to pay his share, each is equally frank in claiming that conditions in his own particular business are "just a little bit different from every one else." The manufacturers see every reason why the retailer should do all the work of collecting, while the retailer argues that the tax should be applied at "the source." Fortunately the Turnover Tax will admit of many and varied applications and adjustments. On the officials at Ottawa will fall the duty of deciding its details. To us as merchants, business men and taxpayers, lies an obligation to see that our suggestions and views are made known.

This proposed tax should be considered by each individual, its incidence to his own business studied and the results of such investigation forwarded to Ottawa through association channels or direct. At this critical time of Government finance and business history, those who are responsible for national policies should have the benefit of the views of all classes and conditions of business men.

Taxation can make or break a nation —a fair and equitable tax spells progress—discriminatory, burdensome taxation means stagnation. It is our duty as citizens to decide whether we prefer to pay out our profits and income under the present system, or whether we prefer to have the burden spread, as it should be, equally, reasonably and proportionately over all the people.

Joint Conference to Discuss Taxation

Much Interest Being Taken in Conference of Retailers, Manufacturers and Wholesalers—Discuss Application of Manufacturers' Tax to Certain Retailers—Methods of Increasing Sale of Canadian Goods—Means of Adjusting Balance of Trade

By Hardware and Metal Correspondent

OTTAWA.—According to communications being received at the office of the Dominion Board, Retail Merchants' Association of Canada, very considerable interest is being manifest in the joint conference of manufacturers, wholesalers and retailers to be held in Toronto, March 30th and 31st, for the purpose of discussing taxation matters, and the indications are that there will be a large gathering.

The opening meeting will commence Wednesday morning at 10.30 o'clock, and it has been arranged that the three following subjects will be considered:—

(1) If the government should decide to continue the sales tax of manufacturers and importers some decision should be arrived at to define what constitutes a manufacturer, so as to prevent the application of the term to many small retail merchants, such as merchant tailors, hardware and tinsmith merchants, milliners, dressmakers, opticians, etc.

(2) The best method to adopt to increase the sale and purchase by retail merchants and their customers of Canadian-made goods.

(3) To consider the best proposal whereby Canada can overcome the present unsatisfactory balance of trade which is operating against us to our detriment.

In advising their members of the meeting and the matters to be discussed, the Dominion Board, Retail Merchants' Association of Canada, calls attention to the importance of the first subject, owing to the fact that it relates to the defining of what constitutes a manufacturer. The statement reads: "We believe that this question can be settled in a much more satisfactory manner by holding a conference of all branches of the trade than it can be by government officials."

As the time is short and the necessity of each section of the trade being represented is appreciated, the Dominion Board has invited the members of the various local advisory committees of trade sections to be present and has also invited three members from each trade section from the city of Toronto. By doing this the board feels assured that each section of the trade will be represented. In addition to this an open invitation is extended to any members who may be visiting in Toronto during the time of the conference.

Discussing this forthcoming conference with the Ottawa representative of Hardware and Metal, E. M. Trowern, secretary of the Dominion Board, said: "This will be one of the most important joint meetings that has ever been held in Canada, as we intend to define the meaning of the words manufacturer, wholesaler and retailer, so that their meaning will be clearly established throughout the Dominion and made known to the government.

"In the discussion and consideration of questions two and three on the order paper, the trading policy of certain manufacturers will naturally arise, and this will enable us to clear up many present-day difficulties and formulate some rules and regulations which should be of great importance to the entire retail trade. We want this conference to lay down and establish principles which will form a basis upon which we can build live, active trade sections, which will eventually extend to all parts of Canada, and, in order to do this, we want to get the active co-operation and support of the entire trade."

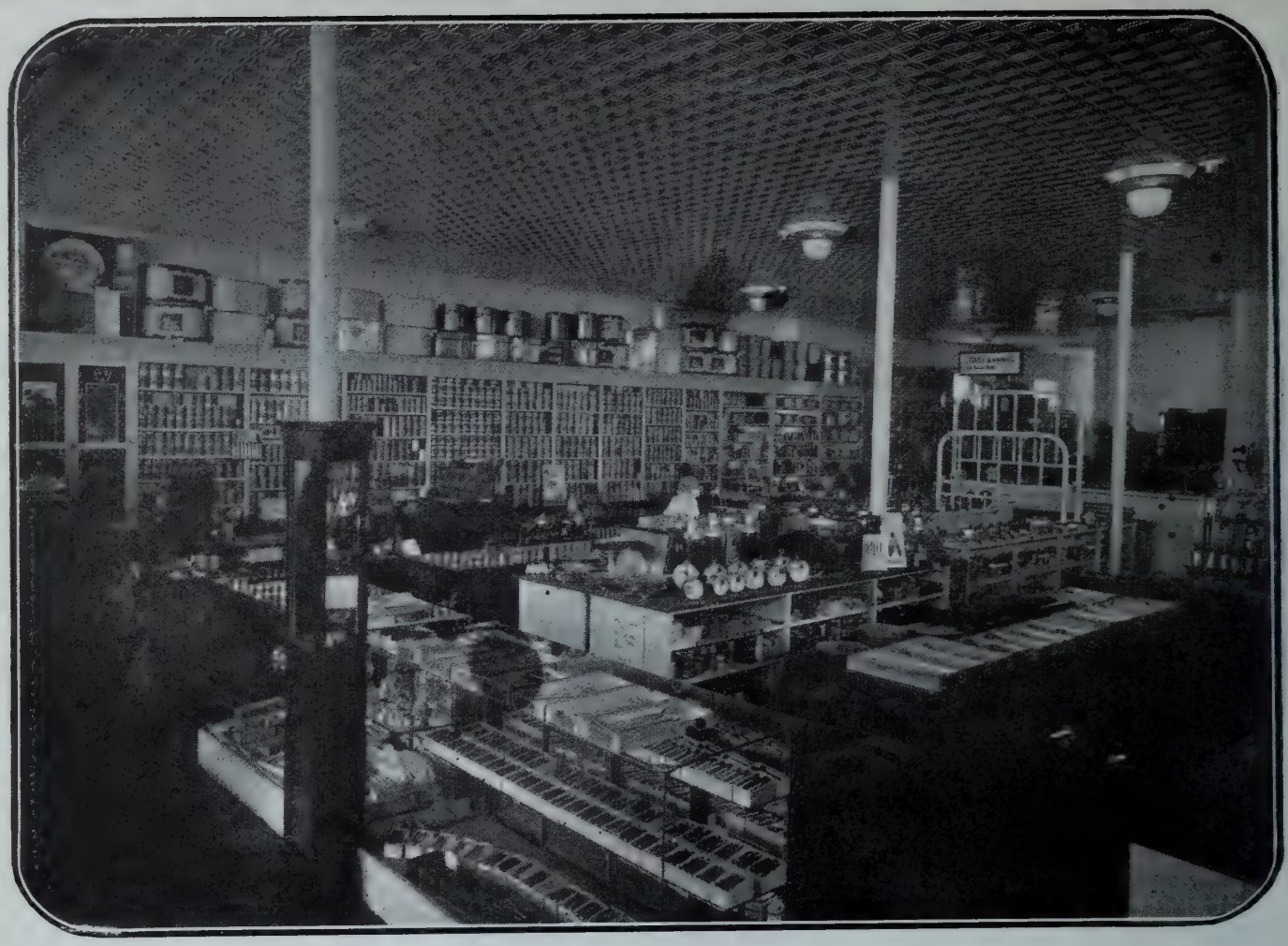
Disallow Importation of German Detonators and Safety Fuses

OTTAWA.—The Mines Department at Ottawa is strongly opposed to the importation of German detonators and safety fuses, and while no actual embargo has been established, the local correspondent of Hardware and Metal is informed by a high official of the department that it is not likely any authority will be given for their importation.

An enquiry was recently received by the department from a person in Calgary, Alberta, who wanted to know whether an importation license was necessary to import safety blasting caps for exclusive domestic purposes from Germany.

In replying the Department stated that it had information from a German technical journal to the effect that large stocks of evidently inferior detonators and safety fuses had been disposed of by German firms to allied and neutral countries, and that to the use of these might be attributed recent accidents which had occurred in other countries.

The Department's letter concluded with the statement that none of these German explosives had been imported into Canada and it was not to be expected that any authority would be given for their importation.



LEFT SIDE OF STORE

Below is shown a view of the left side of the hardware store of Sutherland-Stelck Hardware, Dauphin, Man. The wall display is almost entirely devoted to paints. The stock is neatly arranged on shelves, easy of access to the newest clerk, and is located where good light is available to assist customers in selecting colors. The whole arrangement is such as to allow the greatest display of goods without appearing congested or disorderly.

At the left front is located the sporting goods department. An original idea in this department has been the stocking of ammunition behind doors which are sampled in an attractive design surrounding panels of hunting scenes.

Cutlery and silverware are shown in the front display case, auto accessories in the case facing the store centre and kitchen utensils and small lines in baskets may be discerned in the rear. A handy reserve stock is kept in the enclosure.

Winning a High Place

Thriving Hardware Business of Sutherland-Stelck Co., Dauphin, Man., a Tribute to Integrity of Two Men Who Went West From Ontario in 1897—"Quality, Service and Fair Dealing," is Motto and It Is Lived

THE recently completed hardware store of The Sutherland-Stelck Hardware and Implement Co., Ltd., at Dauphin, Manitoba, is a credit to the hardware trade of Western Canada, and its opening marks another important step in the progress of a thriving business, established twenty-three years ago. The growth of this and other hardware firms which located in the prairies at or about that time is an interesting phase of the development of Western Canada.

With the motto "Quality, Service and Fair Dealing," this firm has constantly set before it the highest ideals of business and its efforts to live up to that standard have brought it to-day to a place where it is respected by its large clientele, extending beyond the limits of the town to points located many miles away.

A number of interesting principles have been followed by the management in the conduct of this business.

Difficulty of Keeping Trained Men.

Dealing with the difficulty of keeping trained men, A. H. F. Stelck, manager, stated to Hardware & Metal that giving an interest in the business no matter how small was an added incentive for greater loyalty. "Speaking of our case in 1913 the old firm of Sutherland & Stelck formed a joint stock company, allocating four of our best men a number of shares in the business. This has kept them settled and greatly interested in making the business go. This we think is one of the methods that may be adopted by many stores, and it would increase the interest of the employee to have stock."

Emulates 5, 10 and 15 cent store plan.

It was observed by Frank Stockdale, retail merchandising expert of the United States, speaking at a Western convention of retailers that some of the display plans of the 5, 10 and 15 cent stores could well be adopted by other merchants.



in the Public Esteem

Up to—Keeping Trained Men Interested in Store—Adopts Some of the 5, 10 and 15-Cent Store Plans—Separate Dept. for Ranges—Handling Beds, Mattresses, Springs, Etc.—Advantage of Private Office.

Mr. Stelck supports this advice particularly in so far as the use of wire baskets or boxes is concerned. Speaking on this point Mr. Stelck gives this advice.

"Display goods in wire baskets or hardware boxes similar to 5, 10 and 15 cent stores, and display all small articles. It is astonishing the amount of goods that are sold if properly displayed and priced, with price cards about 2½ in. x 3 in. or 4 in. in size, plain letters.

"The time is coming, in our opinion, when progressive merchants will do with less sample boxes on shelves, and adopt the open tray or boxes on tables specially built for the purpose.

"We have found the best type of table about 8 ft. long, 36 in. wide and 32 in. high, with a base 4 in. from floor, with shelves extending clear through, one shelf half between top and bottom, ends closed as per sketch.

"Of course this method of displaying goods requires lots of floor space."



Separate Department for Ranges.

The management of this store are very partial to the idea of having a separate department for ranges. This plan has been followed by a number of merchants to good advantage, it being found that where such a sum of money is involved as in the purchase of a stove, washer or such lines a salesman has a better chance with a customer when interest-detracting influences are removed. The stock can also be kept in better condition under such circumstances. Following is the opinion of Mr. Stelck in regard to this point.

"Ranges should not be on the Main Floor (except one in the window). They should be either in a brightly lighted white enamelled basement room or on the first floor up. The advantages in

RIGHT SIDE OF STORE

A show case of silverware faces the store entrance on the right with a reserve stock in the enclosure of cut glass, carvers, kitchen utensils, etc. The wall display shows samples affixed to the front of drawers and cabinets, with a stock supplementing that shown in the display cases. Modern cash registers with separate drawers for each member of the sales staff are in use.

At the rear spacious display room is provided for harvest tools, and automobile tires, the latter being shown on a specially constructed stand. The entrance to the basement stove display is also noted by a sign prominently placed.

Some of the features which help to make this store so attractive are the indirect electric lighting system, the abundance of daylight, the orderly, convenient arrangement of stock, the general cleanliness of all stock and fixtures, and the courteous treatment accorded by store salesmen.



having them off the main floor is as follows:

"Many newly married people and others who are in the market prefer to look at a range where they will not be noticed by the general public, whereas if ranges are on the main floor, and the salesman has a prospective buyer almost convinced to buy a high standard range, someone happens to butt in and spoil the sale. In our opinion down stairs is the best place for ranges."

Light—Light and More Daylight.

"The importance of floods of daylight through prismatic glass cannot be over estimated," says Mr. Stelck. "A well-lighted store makes work a pleasure. Customers feel optimistic and cheerful in well-lighted stores, and are bound to be attracted to such a store, with lots of light to assist them in making their selection."

Let Customer See the Goods.

"Our experience has proved the old saying 'goods well displayed are half sold.' We contend that goods should be properly displayed and priced so as the customers may see easily the article as well as the price. Nine cases out of ten if at any time in the past the customer has had a desire to possess the article that is displayed and priced well, the sale is made. All you have to do is take the money and wrap up the goods. But that is not all, show him some other article or new style of pliers, get his interest by asking his opinion on the same, and often in this way more sales may be made."

EXTERIOR VIEW AT NIGHT

Exterior view of the Sutherland-Stelck, Ltd., store at night. The full effect of double-deck window displays is strikingly illustrated in this picture. The most modern plan of construction is evident by a close examination of this store front. The tool display in the one lower window, the stove and cutlery display in the other lower window and the display of ranges, refrigerators, beds, dairy utensils, washers, kitchen utensils, etc., in the upper window, all stand out clearly and indicate the extent of display space available by the use of this type of construction. Small windows at each side of the door lend themselves to displays of "specials" on a small scale. Leaded windows at the side of the door and back of the display windows make the appearance very attractive.

Added Some New Lines—Fancy China.

"A neat but not too large a stock of fancy china well displayed adds to the appearance of this store, and this line of goods greatly interests the ladies. We also propose to add in the near future a line of crockery."

Nationally Advertised Goods

"We sell nationally advertised goods in preference to lines not so advertised. Some hardware merchants think the margin in these lines in many cases is too narrow and under such circumstances they get in the other article and push it in preference to the nationally advertised goods."

Steel Beds and Mattresses.

"This is another new line with us, and they may be handled by hardware dealers to great advantage. We have had splendid sale of these lines. We stock a nationally advertised line of beds."

Private Office.

"A private office is very important. Every store, no matter how small, should have a private office, where customers may be invited to talk over such matters as new purchases or accounts owing. Any misunderstanding may be more easily adjusted in private."

Advertising.

"A limited amount of advertising in local papers and use of mailing lists, living up to every statement made, strictly honest in your dealings, giving the customer the benefit of the doubt, treating everybody with the same consideration, and courtesy, irrespective of



her or his standing in the community, is our policy in advertising."

It is pointed out by Mr. Stelck that all the advertising in the world will not atone for faulty or injudicious buying and that in order to give advertising a fair chance all such other matters as local sentiment, buying to best advantage, etc, should be considered. Illustrations are used freely in this store's publicity.

An illustration of the type of advertising done by this firm is found in the reproduction herewith of a circular recently sent out in connection with the opening of the new store. This publicity was linked up with the window displays and brought splendid results from a district extending to McCreary in the south, west to Grandview, and north to Winnipegosis. A selected mailing list of best prospects in this territory is used.

The sale was held to move a surplus stock of hardware resulting from the amalgamation of the Dauphin Hardware Co. and Sutherland-Stelck Co., Ltd. This circular was printed in red and black, was about three feet wide and two feet in depth and was printed on both sides. Bargain lines in the store were marked with red price tags to correspond with the listings on the sheet. Every line was well illustrated, described and price marked and included electrical goods, tools, builders' hardware, stoves, kitchen utensils, cutlery, shaving brushes, on one side. On the reverse side were auto accessories, bicycles, washers, paints, mattresses, beds, springs, harness, etc.

EXTERIOR VIEW

Herewith is view of the splendid new hardware premises of the Sutherland-Stelck, Ltd., Dauphin, Man., showing the modern construction of the building, double-deck window and display facilities. The importance of floods of daylight into the store is realized by the owners, and ample provision has been made for admitting the maximum amount of light. This has been found to improve the general cheerfulness and optimism of customers.

The front of the store is of buff iron spot bricks laid in pattern with cream mortar and relieved with marble insets. The entrance is approached by two landings floored with tile laid in pattern and the word "Hardware" worked into it. Prismatic glass extends the width of the store above the display windows, and the word "Hardware" worked in chipped gold and black on plate sheets. The architecture was designed to produce a quiet dignity coupled with an expressiveness of the magnitude of the business carried on within.

5, 10 15c. Bins.

Special attention was drawn in the ads. to the 5, 10, 15, 20, 25, 35 and 50c. bargain bins, as mentioned elsewhere in this article. The circular could be folded up in very convenient form and when opened out presented a very striking appearance and dealing with a sufficiently wide range of hardware lines that it would be of interest to practically everyone it reached.

The New Building.

The new building occupied by this firm is two storeys and basement, 44ft. 0in.x132ft. 0in. It is one of the most modern and up-to-date hardware store buildings in the West. The front is of buff iron spot bricks laid up in pattern with cream mortar and relieved with marble insets. The entrance door is approached by two landings floored with tile laid in pattern and the word "Hardware" worked into the pattern on the lower landing, each landing is stopped with marble nosing and risers. The plate glass of the ground floor display windows are set in all copper anti-frosting settings, rest on marble sills and bulkheads and are capped with a copper transom bar and awning hood. Above this awning hood copper-glazed prismatic glass extends across the front with the word "Hardware" in chipped gold and black on plate sheets centered over entrance. On the apron wall the name "Sutherland-Stelck Limited" appears in raised gilt letters. Above this, on the second floor, large plate glass windows

extend across the front adding much valuable space to the already generous front display windows.

A Quiet Dignity

In the design of this facade the architect has striven to produce a quiet dignity coupled with an expressiveness of the magnitude of the business carried on within, but, while the facade impels confidence, one has to view the interior in order to grasp the full significance of this firm's 22 years' achievement. From the front door one enters a spacious, high, light and airy salesroom extending the full width of the building and to a depth of 90 ft. In here is a veritable fairyland of display of hardware, auto accessories, electric appliances, harness, etc. In here, too, the lighting, both artificial and natural, has been given careful study; high windows have been so placed, prismatic glass so used and the colors so selected to diffuse the light that there is no noticeable difference in the light outside and inside this salesroom; the colors used being white, light ivory and ashes of roses in vitralite enamels. The artificial lighting is so designed as to produce the natural daylight effect. For this purpose fixtures were selected of moonstone inverted bowls suspended from enameled reflectors attached to the ceiling. In the display windows all lights are mounted in X-ray reflectors, also producing the natural daylight effect without glare. All lights in the display windows are controlled by time clock switches, enabling lights to be shut off at any pre-arranged hour.

Range Display Room.

Conveniently located in the main salesspace are stairs leading to a range display room 20-ft. 0-in.x60-ft. 0-in. in the basement and another staircase leading to the second floor where beds and mattresses, tents, churns, separators, etc, are displayed. A part of this second floor of 44-ft. 0-in.x132-ft. 0-in. space is also used for surplus stock storage. At the rear of the ground floor, space is provided for the display of autos, farm machinery and repairs.

Directly in front of the entrance is a wide plate glass case in which are displayed fancy silverware on one side and cutlery on the other. This case faces the doorway and extends from one side aisle of the store to the other. It serves to face off the front of the store in a complete manner and affords an excellent location for special displays.

Aisles on Two Sides of Store.

At right angles to each end of this run lines of cases toward the rear of the store, one side being devoted to automobile accessories and the other aisle of cases to tableware and electrical goods.

The centre is devoted to stock shelves the height of the cases, with a narrow working aisle between the shelves and cases. Stock associated with that displayed in the cases is located on the central shelves, making it very handy to

ADVERTISING ON A BROAD SCALE

An illustration of one side of a large circular three feet wide by two feet in depth, printed in red and black as used by Sutherland-Stelck, Ltd., Dauphin, Man., in connection with the opening of their new store and used to assist the clearing out of a surplus hardware stock resulting from the amalgamation of this firm and The Dauphin Hardware Company.

On this side of the sheet are featured electrical goods, etc.

Every line is well illustrated, described briefly and priced. A number of specials are marked in red ink to correspond with the red tags on these lines in the store. This circular was widely distributed and linked up with local window and store displays.

This circular is said to have brought splendid results. It is sent out to names on a selected mailing list and this list has been found to be of great help in covering a trade so widely distributed.





SEPARATE DEPARTMENT FOR RANGES, HEATERS, WASHERS, ETC.

Ranges, heaters and washers are kept in a separate department in the basement of the Sutherland-Stelck hardware store, Dauphin, Man. This plan is thought to be advisable in connection with the sale of these lines for several reasons. The stock can be kept in better condition and by being grouped it shows to best advantage. The department is located where there are no interest-detracting influences. Salesmen can work on customers with better results. The department is finished with white walls and ceiling and is kept brilliantly lighted. A service department for installation and repair work is an important phase of store trade as outlined in the article herewith.



WINDOW OF RANGES AND HEATERS

Great care is taken in preparing the window displays in the Sutherland-Stelck, Ltd., store at Dauphin, Man., it being the plan to co-ordinate all publicity effort by linking up displays with local newspaper advertising, circulars, etc.

Herewith is a well-planned window featuring ranges, heaters and kitchen utensils. Cards bearing a brief message, right to the point, are employed where necessary. An invitation is extended to visit the stove department in the basement of the store. A number of handy brushes, knives and other lines for use in the kitchen are neatly arranged on display boards. The stoves and ranges are kept clean and polished at all times.

carry a sufficient variety in a small space. Favorable display space is also available on the flat top above the shelves.

All Space Utilized.

Directly back of the centre square of shelves is the stairway leading to the basement salesroom. Shelves flank either side of this stair, with aluminum ware displays, and kettles and pots. A rather novel and effective idea has been used in the displaying of a bedstead set by placing it over the stairs in the form of an archway. One could not fail to see it while using the stairway.

The left side of the store, looking from the front, is almost entirely devoted to showing of paints stocked on shelves. To the rear of the paint display are shelves of pots and pans.

At the left front has been located a sporting goods department, featuring guns and ammunition. Here has been put into effect another original idea, with ammunition stocked behind doors which are sampled in an unusually attractive design, surrounding panels of hunting scenes.

Shelf hardware takes up the right side of the main floor, arranged in commendable order. The whole layout of this store interior indicates experience in handling of hardware stock, and a great deal of work in systematizing every department to a point of efficiency.

WIDE DISTRIBUTION OF ADVERTISING MATTER

The reverse side of the large circular used by Sutherland-Stelck, Ltd., in connection with the new store opening, as mentioned elsewhere in this article.

Automobile tires, bicycles, washers, harness, trappers' supplies, paints, beds, mattresses, springs, etc., are here shown effectively advertised with illustrations, descriptions and prices shown.

The circular was three feet wide by two feet in depth and printed in red and black, the red being used to draw special attention to specials on which red tags are used in the store. Special attention is drawn to the 5, 10, 15, 20, 25, 35 and 50 cent specials in bargain bins, as referred to in the article.

Orderly Arrangement of Stock.

Only by a trip through this store can one realize the stupendous task involved in stocking up a really modern hardware store. Here in this most modern hardware store and stock the confusion of profusion is only arrested by the visible orderliness of the stock, and one cannot help but admire the grouping of such a huge stock of infinite varieties; so intelligently arranged in logical order that even a stranger feels instantly conscious of the direction and location of any article sought.

Historical

That Messrs. Sutherland & Stelck feel unbounded satisfaction and pride in their new store needs no apologies; for this building truly is a fine and consistent example of art combined with utility, completely adapted to its purpose and is a concrete embodiment of their business integrity and foresight. In the year 1897 these two young men came to Dauphin, Mr. Sutherland from Wingham, Ont., and Mr. Stelck from Zurich, Ont. The following year their infant business was born in a frame building 20-ft. 0-in.x 36-ft. 0-in. Its infant nutrition was derived from incessant constructive salesmanship in which "mere sales" are subordinated to "making customers," this backed by efficient and economical administration, untiring energy, ambition and foresight, reared that infant business into a healthy boyhood state, and in 1904





this robust youth was clothed in a new 22-ft. 0-in.x80-ft. 0-in. solid brick two story building erected on the site of its birthplace. This was the first brick building in the district and an impressive structure for its time, but it was not long until this sturdy youth outgrew this building and for the past few years he had spread himself out into numerous detached buildings and even over vacant lots. Then, while others were counseling "wait for prices to come down" Messrs. Sutherland and Stelck decided to build "before prices went higher," thus again proving their foresight, for with this fine new and spacious building manned by a staff of fifteen highly trained assistants, they are to-day doing a business that in quality and quantity ranks high among hardware firms of the West. And these men justly deserve their business supremacy, for always being energetic and untiring in business, they have not been less so in the public and social interests of the community. Mr. Sutherland served several years on the town council and Mr. Stelck, now president of the Board of Trade and a member of the School Board, also has served on the council.

The phenomenal growth of this business has been watched with interest by old-timers and new-comers alike and to-day the firm take into their new and commodious premises the good will and wishes of all Dauphin and its environs.

What the Townspeople Think

Evidence of the feeling of the townspeople toward this pioneer hardware firm is seen in the following report appearing in the Dauphin Herald of recent date:—

They Have Made Good.

"Many who started business in Dauphin in the early days and who stayed with the town and grew up with it have succeeded, even beyond their expectations. In the year 1897 two young men came west from Huron county, Ontario, one from Wingham and the other from Zurich. These young men were David Sutherland and Arthur H. F. Stelck. Both were tinsmiths by trade and they found no difficulty in finding employment. The former was employed by C. F. Turner and the latter by A. J. McPherson, who were in the hardware business at that time. Besides being industrious they were observing and ambitious. They saw Opportunity and grasped his hand. It was not many months before a partnership was formed and a shingle nailed up announcing the birth of the firm of Sutherland & Stelck, tinsmiths and hardware. It is hardly necessary to state that the firm succeeded from the start. The name "Sutherland and Stelck" is a household word in the district. From a small beginning the business has expanded until to-day the firm is credited with doing one of the largest trades in its particular line outside of Winnipeg. The additions and improvements to their block and warehouses go to substantiate this. One item alone need be mentioned to give some idea of the volume of business of the firm when it is mentioned that a

Continued on page 179

EFFECTIVE SHOWING OF TOOLS

Tools are an important branch of the hardware business of Sutherland-Stelck, Ltd., Dauphin, Man., and this trade is kept active, largely through the agency of window displays and advertising. Some unique ideas in arranging displays of a number of tools are herewith shown. Lines included in this display are, hand saws, screw drivers, hatchets, axes, planes, drills, braces, hammers. Panels are used with good effect in the back of the display. Hand lettered cards with a brief message are used, as are also the cards supplied by manufacturers. A baize covered box in the centre is utilized to display a set of vises, squares, hatchets, etc.

Bringing 1921 to Profitable Conclusion

Rapid Turning of Stock Purchased in Smaller Quantities But More Often is Solution of Present Condition—Put Fair Valuation on Merchandise and Urge Satisfying All Requirements—Each Department as a Unit

Editor's Note: — The following article deals with certain of the merchandising policies adopted by Omer de Serres, Montreal. This article outlines his views as to the present business condition and means adopted by his firm to "carry on" profitably until a return to normal.

"WE are confronted to-day by a declining market, some of the goods on our shelves will show us a very small profit and in some instances may declare no profit at all. However, we are looking forward for 1921 to be a prosperous year and at the end of December next we hope to be able to look back and realize that the present year was very instructive in the retail business; one that required more efficient business methods coupled with extra sales tactics; proving that goods, commencing with this year have to be sold as in pre-war days," said Mr. De Serres.

"At the commencement of 1920 the dealer could dispose of his goods if he could get them; the difficulty was to buy them. Raw materials in general showed a scarcity, labor troubles were very prominent, and production was not forthcoming. This same condition ruled well into 1920, at a time when the public were buying and had the money to continue to buy. These obstructions are well over; deliveries on practically all commodities have improved until now it is up to the merchant to devise some scheme whereby he can dispose of, or, rather, sell, the articles which he, in the few years previous, did not have to sell, but merely wrap up for his customer.

"Turning the stock over oftener is the best solution. If we had been in the habit of turning it over twice or three times in previous years we will now endeavor to turn it over four or five times in the same period. To accomplish this we will now buy in dozens instead of by the gross, or in quarter dozens rather than dozens, thus keeping our stocks well sorted, at the same time having more 'ready money' on hand. As to selling, if we place a fair valuation on the merchandise we must and want to sell, and urge the public to take only what they require for a conservative period ahead, loss of confidence will end and sales will greatly increase.

Departments Must Score

"A close observation will be kept from month to month on the different departments of our store. If any section is not upholding its own end, the manager of this department will be advised, and a greater effort will have to be put forth to keep his stock moving. This can be accomplished as a manager, or man in charge, is placed with each department. Paint, shelf hardware, tools, sporting goods, bathroom supplies and heavy goods, are each under different management.

Building Materials Controlled

"Such items as builders' hardware and bathroom supplies are more or less controlled by the building activities; this is also reflected in our tool department. If a big building programme becomes evident this spring and summer, then we may look for a large demand for builders' hardware and plumbers' supplies. This year we are watching the outlook with great interest. If bricks, cement, lumber, etc., are within reach of the average salaried man, then we may expect a very extensive building year.

Quiet Months Dependent on Staple Articles

"Sporting goods, shelf hardware and kitchen utensils, such as aluminum ware, graniteware and tinware, are the staple lines that at these times keep the ball rolling in the hardware store. Day after day, week after week, and month after month, these commodities move more or less freely with results shown in the tallying of the cash register each night. Each different item has a seasonable offering to make, and every day needs are found among them.

Moving Affects Paint

"Less moving among the tenants of Montreal and other cities has perhaps scored against the sale of paint, varnish stains and wall finishes. Furniture being moved around always has its damaging effect on floors, walls and the furniture itself. People would then come in for the can of paint or varnish to retouch the damaged article or for a new coating for the wall. Tenants moving into new apartments also want some redecorating done and these all stimulate an early sale of paint and paint products. This year, however, the shortage of houses has curtailed moving to a great extent.

"In reviewing the situation of the hardware man to-day, if he has to look to his staple lines for the upkeep of his business in these early months, he may look to the future months with confidence, when labor will again be needed and agriculture will resume its normal position. And with a careful study of existing conditions his business may be brought to a prosperous and profitable ending in December, 1921."

SOME SELLING HELPS NOTED IN THE EXPERIENCE OF OMER DE SERRES

Confine hardware lines to their rightful departments.

* * *

Create department managers and have each department stand as a unit.

* * *

Study various classes of trade and know how to best appeal to each class.

* * *

Have a complete and varied stock with samples of each line in full view of customer.

* * *

Development of auto accessory trade reflected in other departments.

* * *

Effective use of display increases accessory turnover.

* * *

Use of sign boards in and adjacent to the city have helped accessory business.

* * *

Follow definite plan of sampling in each department.

* * *

Have electric fixtures wired and ready for immediate delivery.

* * *

Use of catalog helps sales of sporting goods.

Efficient Departments Strengthen Business

By Distinctly Confining Lines of Hardware Where They Belong and Creating Department Managers Aggregate Business Expands —Every Item at "Finger-Tips" Saves Time and Money and Makes Customers



Interior view of Omer de Serres' hardware store, Montreal, showing several of the display and stock-keeping features mentioned in this article. The high ceiling allows the use of a great number of shelves and drawers, and the use of a reference plan brings all stock within easy reach of the newest clerk. Note the great variety of stock shown by samples extending the full depth of one side of the store. Electric fixtures are wired and suspended above the display cases on the other side. Electric heaters, portable lamps, and other lines are displayed on and in the cases below the fixtures. Stools are provided for the customers' convenience, and cash carriers are employed. This is a good example of a large and varied stock being carried in a comparatively small store without any evidence of confusion.

OMER DeSERRES, St. Denis St., Montreal, has been making strides in the development of his hardware business to such an extent that his premises have grown too small, or better, his business development has demanded more elbow room which has already been secured.

The DeSerres business has been expanding steadily since the present site was secured, corner St. Catherine and St. Denis Streets. This location is a very busy one, there being an extremely heavy pedestrian, street car, and vehicular traffic of many types. Full advantage of this is taken to make the most of display, and the fine plate glass windows are always filled with a most inviting array of hardware of various kinds.

Until a few years ago, the DeSerres store was much farther east on St. Catherine street. The present building is of several stories and it has been possible to carry out the departmentizing idea extensively. This re-arranging process is still being effected. When completed, Mr. DeSerres hopes to claim right to having one of the best-appointed hardware stores in eastern Canada.

Main Floor Attractive

On entering the store from St. Denis street one is impressed with the distinctly hardware store atmosphere. To the left are the builders' hardware sections, complete in themselves. The store ceiling, being high, permits an unusually high section of shelving, and neatly-designed and varnished drawers are sampled with a very wide selection of builders' hardware, shelf hardware and other household hardware. The impression made here is that there is ample variety for even the most particular. This in a big city is important. A contractor or any customer is impressed with the idea of completeness and sales are bound to be larger. When this impression is continually carried out first customers are soon likely to establish themselves as permanent patrons.

The full wall space on this side of the store is fitted with drawers of varying size, and great variety of hardware and specialties are accommodated here. Not only is ample storage provided, but the display arrangements are so excellent as to afford special advantage from the selling standpoint.

Automobile Accessories

Ten years ago it would have been folly to assert that a retail hardware store would be justified in carrying a forty thousand dollar stock of automobile accessories in the year 1920. The possibilities of this new line appealed to Mr. DeSerres and he has been adding to the line until he carries this amount of stock, and at times, even more than that amount.

In setting aside the space necessary for this stock, consideration was given to the matter of creating sales, and with this end in view a generous space was provided to the right of the entrance. In addition, silent salesmen are generously filled with specialties, and in no respect is the showing of these goods slighted. Display is responsible for numerous sales, and it is turnover that Mr. DeSerres has aimed to secure.



In discussing the development of the business Mr. DeSerres told Hardware and Metal that results obtained in reaching out for business were soon reflected in other departments of the business. This, he believes, is an added advantage in considering accessories as a profitable line. "We carry everything in stock and are able to fill any order, large or small," was his comment.

One of the best ideas adopted in displaying has been the decision to keep the accessories well forward in the store. This is thought to be good business with any line that one desires to introduce effectively to his trade. With a line so extensive as this it gives one special opportunity for getting quick results and that has been the result in this instance.

It is but right to say that in addition to extensive and frequent window and interior displays of accessories, huge sign boards have been placed at strategic points within and adjacent to the city of Montreal. These are painted in attractive colors and sometimes depict an attractive automobile filled with pleasure seekers. These signs have been very effective and productive.

New Ways of Sampling

A trip through the DeSerres store was recently made under the direction of Mr. Mosseau, store manager, and the Hardware and Metal representative was much impressed with the method of sampling extensively used in various departments. This has been a gradual development, but gratifying results have been obtained and there is said to have been ample justification for the time and energy spent in working out the plan.

"We make very extensive use of drawers," said Mr. Mosseau, "and sampling saves us a lot of time as well as that of the customer. In many cases we use number under the sample. Reference can therefore be quickly made and stock procured as wanted.

"If a woman comes in for a towel bar or a tooth brush holder, she doesn't wish to wait until we get the screws for the bracket and wrap them up, so we have bar, brackets and screws ready, to save this delay.

Sample Fishing Tackle

"This is the way we sample fishing tackle," he continued, as Hardware and Metal was conducted to this department. Panels of wood, covered with green or red cloth, were neatly sampled with baits, lines, trolling spoons, floats, sinkers, gut and other accessories, each sample or set of samples accompanied with price tickets or lists. When not in season, as in the winter time, these panels are carefully covered with leatherette envelopes to keep dust and light from fading the cloth. "They are always ready for the opening of the next season," resumed Mr. Mosseau, "and there is'nt that hauling down of stock and fixing up of display. These panels are always ready and we also use them in the display cases just as they are."

One of the important points noted as this tour of the store was being undertaken was that hammer, saw and plane may be used by the hardware merchant to good purpose in odd hours and minutes. The DeSerres store is typical of how resultful such employment of time may be.

Fine for Builders' Hardware

Panels are employed to display builders' hardware. "This is our sample room, and we use these revolving panels for the goods; they work fine. All samples are fastened securely to panels and immediate reference, even by a customer, is possible. These show where the stock may be found, the description of article, the shelf and box location. Price comes first, then the row, then the drawer. In this manner the samples are always intact, a highly important consideration."

As showing the recognition of the display, Mr. Mosseau continued:—"I bought some old drawers, put a board under two of them; then nailed them together. They doubled my space in a sense, for where I had two sections before I now have four."

FOR THE SPRING SPORTING GOODS WINDOW

A display of sporting goods which confirms the store manager's statement that when he takes on a line worth while he goes after it in a big way. Here is shown a very complete and attractive display of many lines of sporting goods. A cup is on view in the centre of the display, suggesting the many sporting contests which are open in amateur circles. It is displays of this kind which arouse and hold interest in such goods in season, and which keep the cash register ringing in the sporting goods department.

It will be seen that this plan, especially with house owners who know very little about builders' hardware, has real merit.

Extensive Plumbing

Space is accorded plumbing supplies and accessories on the second floor. Lighting is obtained through large windows facing east.

On the spacious floor there is ample room for an array of bath tubs. These are of various sizes and types, and the photo accompanying will indicate what varied choice is offered the buyer. Six tubs were on display when this article was written.

A very extensive display of fixtures is arranged on a large oblong background. This is raised above the floor about four and a half feet, the boards comprising this being covered with black plush. Over these the mirrors displayed stand out in bold and effective contrast. Little sales argument on the part of the salesmen is required. On this fine background are also shown sponge and tooth brush holders, glass and plated towel bars, medicine cabinets, paper holders and other accessories wanted by the householder. As the fixture is well back from the light the cloth does not readily fade. Electric light arrangements provide for light when needed. One of the additional features is that of a combination range boiler heated with gas. Other lines effectively displayed are lavatories, closets, pedestal basins, etc.

Electrical Kitchenware

In connection with the electrical department—lighting fixtures in particular — the plan is followed of having each fixture ready-wired. This plan has been found the best, because when a customer decides on a particular lamp, it may be at once wrapped up and delivered then and there, or on the next delivery. "If you want that fixture, madam," commented Mr. Paquet of this department, "you may have it; it is already wired for use." These fixtures are all ticketed in plain figures.

A unique plan is used in the kitchenware department, located on one of the top floors. A long series of plain tables of regular height, carry samples of the bigger utensils. Above these tables, and over their centres, are arranged pipe racks. Poultry netting is stretched from one end to the other, and on this the smaller samples are displayed, these being so fastened as not to be removable by a customer. Tagged price lists, with the desired and necessary information pertaining to the location of a given article, as already explained concerning builders' hardware, complete this arrangement. One will see the time-saving again effected.

Windows—Offices

There is never a day in the week that hundreds do not pass the DeSerres store. Recognizing the value of this, Mr. DeSerres has planned to make best possible use of his big windows, and one never passes without seeing on display a most inviting and well-arranged display. Prominent among recent displays have been sporting goods, cutlery, bicycles and accessories, and automobile accessories. Paints and varnishes are also shown effectively. The best part of this plan is that displays are left in the hands of one of the salesmen, Mr. Daignault, and to his credit many fine displays have appeared recently. Displays are so arranged as to make full use of the back windows in building strong backgrounds. The goods are chosen and arranged so as to carry some definite appeal. Plate glass shelving on pedestals, raised platforms, together with the employment of crepe paper or cloth on which to show the goods, all work into the display plans.

(Continued on page 173)

DISPLAYING PLUMBING SUPPLIES

A varied stock of plumbing supplies is displayed on the second floor of the De Serres' store as shown herewith. A partition extends around the department and to this partition are affixed wash basins, lavatories, etc. Six bath tubs of various sizes are shown with bath seats and other accessories. Cabinets, towel holders, etc., are effectively shown on a large panel. The stock is kept polished at all times and facilities are provided for ample light in order to show the stock to best advantage.



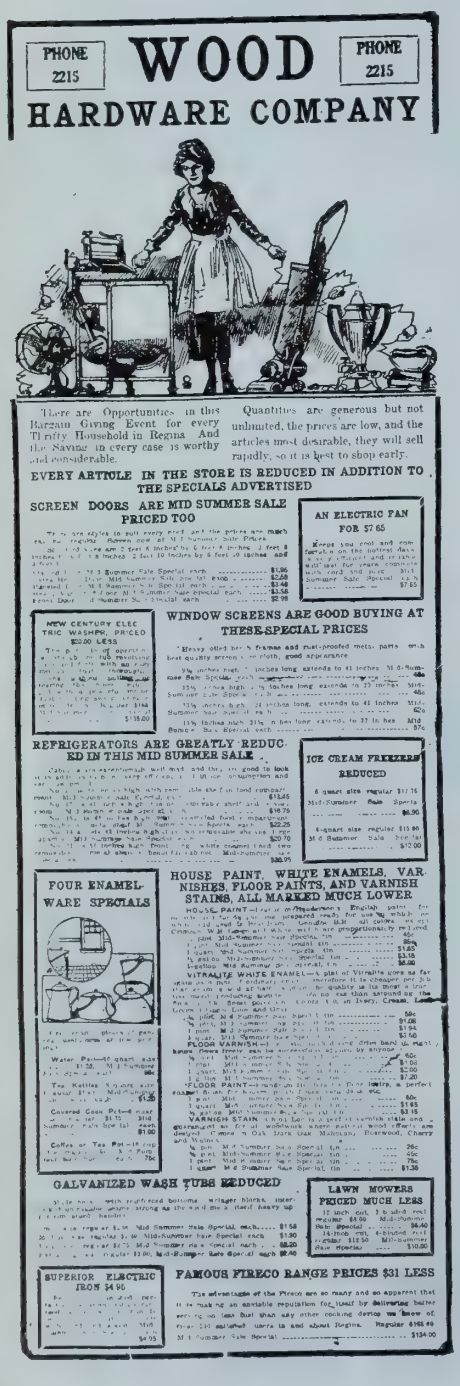
To Assist in Preparing

HEREWITH are shown a number of advertisements dealing with spring hardware lines. These advertisements are written by a number of the foremost hardware merchants in all parts of Canada and valuable helps in the preparation of spring advertising can be had from a reference to these ads. The generous use of illustrations and brief catchy statements concerning the various lines feature these ads.

* * *

Household Goods

"There are opportunities in this bargain giving event for every thrifty household in Regina and the saving in every case is worthy and considerable," is the heading on the ad shown herewith by **Wood Hardware Co., Regina, Sask.**



FRESH AIR

hasn't advanced in price. Use lots of it. Get into one of our good hammocks and drink it in. We have a beautiful assortment now on hand which you will want to see before purchasing. We have verandah couch hammocks in beautiful green and white pattern, either with or without stand. For solid comfort you can't beat them. We also have all colors and patterns of swing hammocks and they are priced from $3.50 to $10.—Harrison's Hardware, Port Colborne, Ont.

Among the seasonable lines dealt with are screen windows and doors, house paint and varnishes, kitchenware, wash tubs, lawn mowers, etc. A number of lines for use in mid-summer, such as electric fans, ice cream freezers, etc., are also mentioned, it being the belief that early suggestions will do much to start business rolling in at an early date. Note the manner in which certain special lines are grouped in boxes where they stand out from the balance of the ad. The large illustration at the top does much to attract attention of those interested in such seasonable lines as are shown.

* * *

Annual Spring Sale

Dealing with an annual spring sale, the ad by **Baxter Hardware Co., Ltd., Windsor, Ont.,** as illustrated on the other side of the page, outlines an extensive group of spring specials. The ad is headed, "With our plans guided by the needs of the home at this period of the year we have placed on sale this gathering of essentials and priced them in a manner that we feel sure will be appreciated."

Under present conditions, when purchases are largely confined to essentials, the plan followed by this store in studying conditions and arriving at a conclusion as to what are actual necessities, is a good one. It enables the best use to be made of the advertising according to existing conditions.

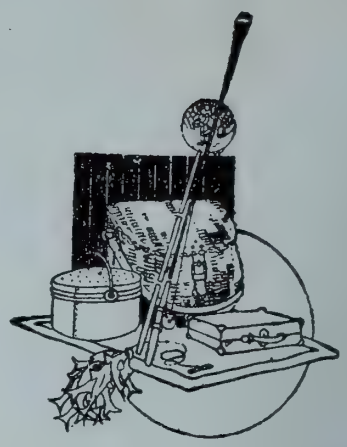
The ad, as illustrated, has a number of specials, to which particular attention is drawn by the use of boxes, and each line is described adequately. Among the lines advertised are household brooms, sweeping brushes, washboards, bird cages, step ladders, paint, kitchenware, garden tools. Dealing with bird cages, the ad states: "There is nothing that will add more to the cheer of the home than a singing bird."

* * *

Builders' Hardware

"When the time comes for you to build a home" is the heading on an ad dealing with builders' hardware by **Baxter's Hardware, Ltd., of Windsor, Ont.,** which continues: "Of course, you will first select your location, and this is a factor due for much consideration. Then you will want to plan your home; you will want it comfortable, good in looks, and certain of protection in winter and summer.

"But suppose you wish to sell it. Then it is that you will be glad that you selected Baxter's Builders' Hardware, because door locks, window locks, hinges and other small details of hardware choosing will figure big in the eyes of the purchaser." The ad showed an illustration of a door lock and was reproduced in two column size.



* * *

Spring Time Necessities

An ad by **Geo. A. McMurtry Co., St. Thomas, Ont.,** dealing with an extensive group of spring-time necessities, carries illustrations of roller skates, carpet beaters, game traps, watering cans, step ladders, garden tools. The ad is shown herewith. A brief description is given of each line and prices quoted.

* * *

Needs for Housecleaning

Devoting an ad to housecleaning lines **Saskatoon Hardware Co., Saskatoon, Sask.,** in a spring ad outlines polishing waxes, floor mops, stove pipe enamel, aluminum paint, etc. The ad is illustrated herewith.

* * *

Bicycles

Under the heading, "Why Not Have the Best " an ad by **Emerson & Fisher, Limited, St. John, N.B.,** deals with bicycles as a seasonable line for spring, as follows: "When purchasing your bicycle, quality should never be sacrificed for price. Buy a wheel that is

Your Spring Advertising



worth every dollar you put in it. All appreciate the staunch construction of the wheels we handle. They require so little attention. The bicycle for those who require a wheel that will be on the job all the time in all kinds of weather."

* * *

Eliminating the Fly Nuisance

The protection of the home from the fly nuisance of spring and summer months is the basis of an ad by **McAvity's, St. John, N.B.**, as illustrated herewith. It reads: "Not every fly that comes along is carrying disease germs, but many of them are, and you can't tell which is which. Take no chances. Keep every fly out by proper screening. The danger lies in allowing them to enter your home through the open door or window. If they should get in, swat them without remorse. We have several designs in screen doors to choose from. We also have fly swatters of the good, sturdy kind."

* * *

Gardening

Under the heading, "Are you contemplating doing some gardening this year?" the ad by **Stanley Mills Hardware Co., Hamilton, Ont.**, as illustrated herewith, shows some illustrations of garden tools with prices. A section of the ad is also devoted to garden seeds, with an illustration showing the operation of planting. A number of other seasonable lines are shown, each illustrated and briefly described.

* * *

Wide Range of Hardware

"Few people realize the variety and range of stocks carried by a hardware store," says an ad by **Sumner Co., Moncton, N.B.**, which deals with a number of spring lines, each illustrated, described and price marked. See the illustration.

* * *

Wheel Goods

An ad devoted to baby carriages and sulkies, boys' wagons, etc., by **Herity Hardware Co., Kerrobert, Sask.**, makes the point that in the spring, when the streets begin to clear of snow and ice, these lines will be in demand. The ad reads: "With the streets bare you need a baby carriage to replace the sleigh. Or perhaps a sulky to replace the old carriage. In buying you want one that will give service and at the same time have style. That is what we offer you." Regarding boys' wagons the ad says: "Think the next time you want the little fellow to go on an errand how much easier and quicker it would be for you and how much more pleasant for him. When you buy a wagon you make an investment that will pay."

* * *

"The Appearance of Your Home,

inside and out, counts for much in your community influence—in what others think of you—in the time you have to yourself, and therefore in your happiness. That is why you should choose a good quality paint. Another reason is that protectiveness is one of the foremost requisites of paint. A house lasts 100 to 200 years. Why? Because it is painted. High standard liquid paint is the most beautiful—the most protective—and so the most economical."—From ad by **H. E. Moore, Oakville, Ont.**

* * *

"When You Overhaul Your Car

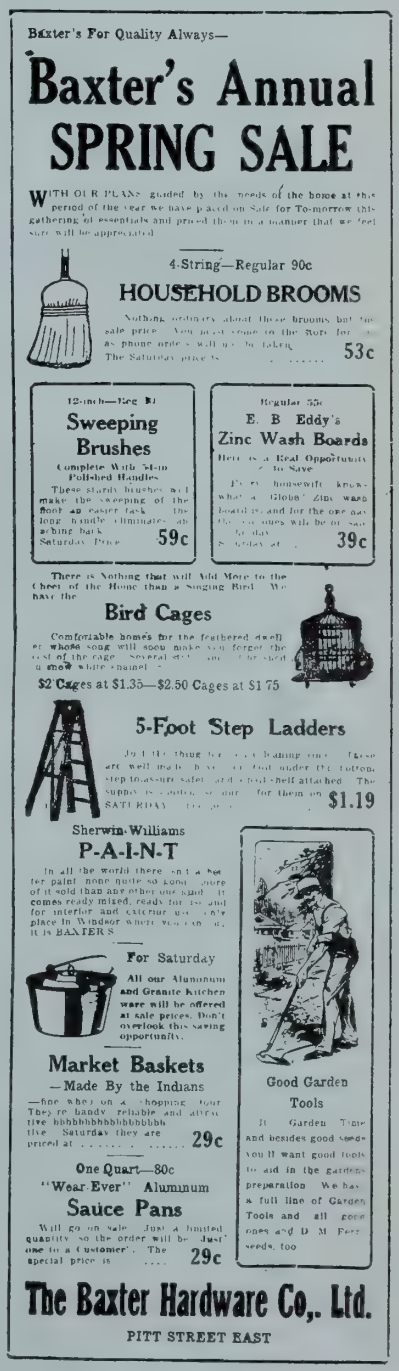
Keep in mind our stock of auto accessories, tires, tools, finishes, etc.," says an ad by **B. O. Parker & Co.**, which outlines the following accessories as suggestions: Spark plugs, switch locks, radiator caps, hub caps, grease cups, piston rings, fan belts, grease guns, oil gauges, bumpers, anti-rattlers, tire carriers, valves, mica for curtains, carbon remover, battery hydrometers, cotter pins, tire chains, tire testers, tire gum, pliers, wrenches, lamps, blowout patches, oil and grease, polishes. There are a number of lines mentioned which might ordinarily be overlooked in the preparation of an ad, and as many accessory lines are sold as result of such suggestion it is wise to mention all of these.

"To Men Only"

An ad by **F. P. Turner, Port Colborne, Ont.**, dealing with washing machines, vacuum sweepers and other such labor-saving devices, under the above heading, states: "You no longer cut your grain with the sickle or your hay with a scythe. But your women folk, if they are doing your washing on the washboard, are doing pretty much the same as the women did when the Pharaohs ruled in Egypt, You could no longer go back to the crude implements of those days than you could get along without electricity or railways. For one-quarter of the cost of a binder, which is used but a few days and left idle for a year—for the fraction of the cost of a typewriter or adding machine, you could equip your kitchen and laundry with modern implements." After enumerating a number of lines of washers, wringers, electric irons, etc., the ad con-

A PRIZE

is a big inducement to hard work. The summer exams will soon be on in our schools and our boys and girls will decide whether they will pass or stay in the old class for another term. How about offering that boy or girl a prize, say one of our —— bicycles, as an inducement to good hard study for the next few weeks and the exam? It means more to the children, to you, and everything you can do will be appreciated in the years to come. We have all sizes of boys' and girls' bicycles, and can let you have one on terms if necessary.—Gerry's Hardware, Fort William, Ont.



cludes, "We ask you to appropriate a small sum for the better kitchen and laundry."

* * *

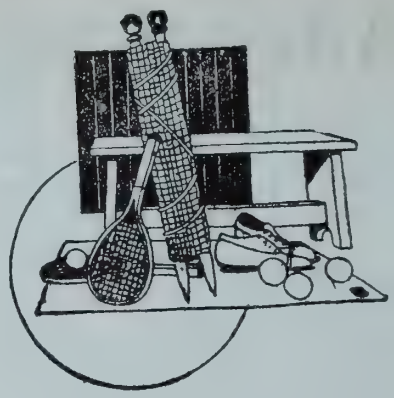
Clean Up and Paint Up Week

These special occasions for pushing the sale of certain lines for cleaning up local communities have been followed by many hardware merchants with good results. Here is illustrated an ad by **T. A. Squire, Brantford, Ont.**, dealing with such a week and illustrating a number of spring specials for the occasion. Among the lines illustrated are wallpaper cleaner, garden tools, wire netting, varnishes and wall finishes, paints, floor enamel, curtain stretchers, furniture polish, step ladders, wringers, brooms, roofing, fishing tackle, paint brushes, floor mops, etc. Under the heading, "Spirit and Ability" the ad states: "The spirit with which a person does his or her work is more important than ability. A worker's spirit is contagious; his ability is not. To get that spirit you must have the proper tools and here they are at prices that will interest you." At the bottom of the ad a large number of other suggestions are given for spring clean-up lines.

* * *

Keep the Fly Outside

Under this heading an advertisement by W. H. Thorne & Co., Ltd., St. John, N.B., continues: "How? With fly screens, wire doors and wire netting. Now, while it is early, is the time to start



your fight against the fly pest which has been responsible for the spread of so many and deadly diseases. We have a large stock of the better kinds of fly screens and wire doors at the following prices."

* * *

For the Summer Home

"Whatever is needed to make hot weather tolerable and home surroundings trim and comfortable in the summer time is found in its best sort among our stock," says an advertisement by Rice Lewis & Son, Ltd., Toronto, which continues by enumerating refrigerators, water filters and coolers, ice cream freezers, window screens, doors and sets, wire screens, garden tools, lawn mowers, lawn rollers, hose and sprinklers.

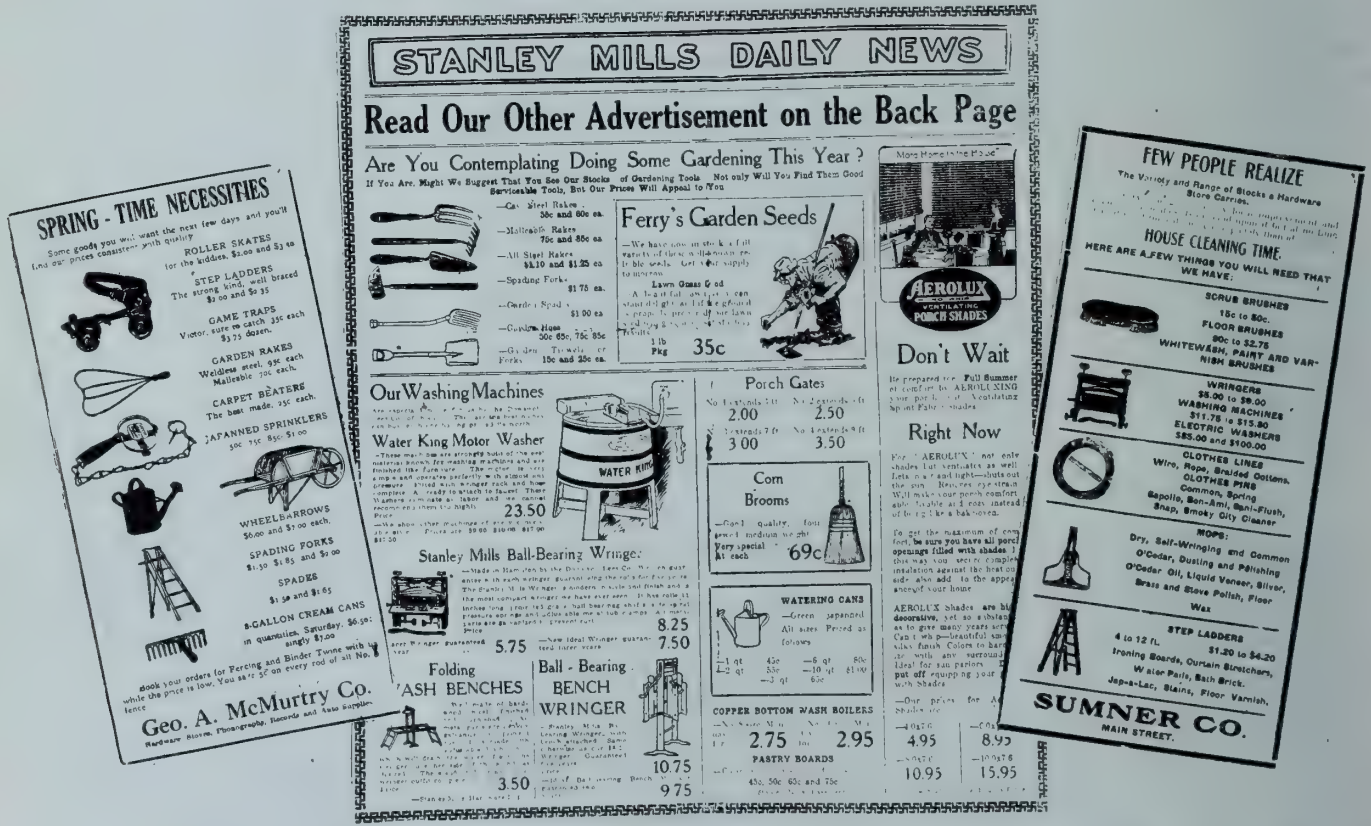
Food Protection

"Keeps down the cost of living," according to an advertisement by W. H. Thorne & Co., Ltd., St. John, N.B., which deals with refrigerators. "The proper preservation of food goes a long way in reducing the cost of living besides making for health in the household. In the approaching warm weather especially, a refrigerator will be a vital necessity in every home. "You'll find here an excellent line of refrigerators which are scientifically constructed, with particular attention to the free, even circulation of dry cold air, their roomy compartments being easy to clean. They are shown with white enamel and galvanized iron linings, handsome oak finish and will, with ordinary care, give long, satisfactory service."

* * *

Best Substitute For a Maid

Under this heading an advertisement by McGowan's Hardware, Teeswater, Ont., deals with the advantages of an oil stove during the warm weather. It reads: "Maids are scarce and hard to get but housewives need not worry. An —— oil range and —— oil are the best substitutes. With this stove cooking is cleaner, cooler, and quicker than when done in any other way. Make a special effort to have us put a modern oil stove in your home during our spring sale—special terms and prices. Quality, Service, Value —our three irresistible salesmen."



Three samples of well-illustrated ads. on seasonable lines. Roller skates, carpet beaters, garden tools, stepladders for spring cleaning, are shown in the ad. by Geo. A. McMurtry Co. Gardening tools, seeds, washers and wringers, brooms, etc., are shown effectively in the ad. by Stanley Mills Co., Hamilton., and a somewhat different style of advertising spring lines is evident in the ad. by Sumner Co., Moncton, N.B.



Screen doors, bicycles, garden tools, paints, polishes, etc., are all spring lines which are treated in an effective manner in the advertising shown herewith. Each ad. is well illustrated, the one by T. A. Squire dealing with a week's special sale of seasonable lines.

EFFICIENT DEPARTMENTS STRENGTHEN BUSINESS

Continued from page 163

The office arrangements are unique and there is a big office staff. Mr. DeSerres has planned that there will be ample light and heat. Being one floor up, and well back of the store displays, the manager has full view of all sections. Glass partitions afford ample light during the day, and a battery of electric lamps supply artificial light whenever necessary. Many yards of desk space are at the disposal of the accounting staffs.

* * *

Sporting Goods Trade on a Big Scale

If Mr. DeSerres decides to put in a new line, and if that line be an extensive one, he usually puts it in "big." That is to say, he concludes that if a paying business is to be done, the whole line must be secured, affording wide variety for selection. This is true of sporting goods generally, and the accompanying reproduction of a recent window display will leave no doubt as to the completeness of the stock carried within the store.

Interior display is made very attractive; if results are to be the most satisfying, attention must be paid to this, always. And there is no remissness in the DeSerres plans on this score. The department, under a capable manager, is truly neat at all times, and this is, in no small measure, responsible for the steadily increasing sales that are being recorded.

* * *

Get Their Orders

In discussing this matter Mr. Mousseau, store manager, told Hardware and Metal that it was proposed to issue a catalog which could be used in helping increase the sales of sporting goods. This will be arranged to contain illustrations of those goods, and those goods only which are offered for sale. This helps all around, in that there is little or no confusion. For instance, if a baseball club wants a certain type of uniform, it will select it, knowing that the store has what is described and illustrated. Otherwise, with a number of "dead" lines described, there is bound to be confusion and dissatisfaction. Mr. Mousseau stated that the idea was to cater to the needs of clubs as well as of individuals. By having the big stock it is thus possible, in nearly all instances, to get the business. By making sales in most cases the actual cost of overhead is lessened, for waste motion is increased expense in operating costs.

The excellent display herewith shown scarcely needs comment. It is neat, attractive, sales-provoking and represents good variety. The arrangement indicates the care that has been taken to make this a selling window, and it is but typical of many others that are dressed from month to month. The large plates of glass are kept scrupulously clean and hundreds of interested spectators view each new showing.

CITY LAW TO REGULATE NEW HEATING PLANTS

The Toronto city building by-law is to be amended in accordance with legislation just obtained by the city giving it power to regulate the installation of heating plants in houses. The new bill does not empower the city to specify the size of furnaces, although there has been considerable complaint that some installations have been too small to heat the houses in which they have been set up. The city did not ask for this provision, inasmuch as it would be held responsible in case the heating plant was inadequate. All the city architect will be able to do is to make regulations regarding the installation. These will have reference to the position of the furnace and the pipes. In some instances pipes were found to be horizontal instead of slanting upward, the effect being that the heat would not rise to the upper floors. The city architect will frame a regulation fixing the angle at which they should be placed and also as to their location from a fire standpoint.

Meeting Problems of

Customers Are Watching Merchants' Policy Closely in Regard to Prices—Rather Lose Some Profit Than Customers' Confidence—Buying in Smaller Quantities But Oftener Requires Closer Attention to Stocks, Says McAvity's, St. John, N.B.

CUSTOMERS and visitors to the hardware store of T. McAvity & Sons, Ltd., St. John, N.B., are often heard to express their admiration of the service end of the business. It is an utter impossibility for a customer to enter the McAvity store, and escape the attention of a salesman. For this reason, in planning the layout of the fixtures, the counters were made to extend right up to the main entrance, and as soon as a customer puts his foot inside the door he is at the front end of the counter, at which there is always a clerk, or the general manager himself, S. S. McAvity. This is an idea that could be carried out with profit by a large number of stores, for in many cases it is found that the counter to which all customers direct their steps is a long distance from the front door, and if all the clerks are busy the distance makes it difficult for the customer to see that he has been recognized, so that, if in a hurry, he may walk out before being served.

Three Main Departments

On the ground floor there are three main departments, which are in turn sub-divided, allowing a section for each particular class of goods. The entrance to these departments is also right near the front door, so that the customer upon entering, either goes to the left or to the right as the case may be, or if it is shelf hardware, flashlights or silverware he wants he stays right where he is. Service has been a great factor in building up the business of Messrs. McAvity & Sons. The writer on one occasion asked three St. John citizens why they dealt at this store, and the reply in the first case was, "Because I receive the personal attention of one of the directors of the company." The second citizen replied, "Because there is always a clerk at the door to wait on me," and the third reply was, "They

UNIQUE ARRANGEMENT OF STOCK

The stock of general hardware, tools and silverware in the T. McAvity & Sons, Ltd., store, St. John, N.B., is shown herewith. The foremost gentleman in the centre aisle is S. S. McAvity, general manager.

This view indicates the plan followed in arranging the stock in this store—namely, to have everything in sight and within the easy reach of the customer. The first showcase on the left is devoted to tools, and general lines of shelf hardware are carried in the wall cases, samples of each line being affixed to the exterior of each drawer. These drawers extend right to the top of the store and are reached by use of ladders. It will be noted that samples of a few lines are placed on the top of the showcase for special attention.

On the right will be seen the stock of silverware attractively displayed in glass fronted wall cases and cutlery is shown in the showcase.



Readjustment Period

Extend Counters Right to Main Entrance—Salesmen in Close Touch With the Customers—Auto Accessories and Sporting Goods Go Well Together—Lining Up to the Slogan: "You Can Get it at ———"

always have what I want." These replies all go to show that the efforts of any hardware man along service lines are always appreciated.

Salesmen Imbibe Spirit of the Firm

Many of the salesmen have been with the company a large number of years and have imbibed the spirit of the heads of the firm in their efforts to build up this large and successful institution. It has been proved over and over again that a customer likes to be waited on by a salesman that has been behind the counter with the same company year after year and who knows him by name and does not have to say, "What name, please?" or does not have to make enquiries about credit when the customer says "Charge it." The McAvity clerks all make it a point to remember their customers' names, and even will look up their address in the city directory if the customer does not give it. Experience has proved that all customers, without exception, like to think that they are well known by the store with which they do business.

Comprehensive Stock

"Everything in hardware" is a slogan which might well be adapted to the McAvity Company. Their stock is so comprehensive that it takes in everything from a tack to a concrete mixer, and their activities are not only devoted to store business, but salesmen are out every day selling to builders, contractors, carpenters, plumbers, large corporations and steamship companies. Every steamer or vessel entering the port is met by a McAvity salesman, who is capable of offering and quoting prices on any article in the hardware and marine line, paints or rope. This is a large and important end of their business, and one which the firm has handled successfully since its inception in 1834, the date on which the late Thomas McAvity started in business on his own account, the only vessels at that time being made of wood. It is an interesting fact that Mr. T. Mc-

SPORTING GOODS AND AUTO ACCESSORIES

A large and well-assorted stock of sporting goods and automobile accessories is kept on hand in the McAvity store.

The first showcase on the right in this department shows a wide assortment of games for children and grown-ups. Instructive toys such as wireless outfits, erector toys, etc., have been special favorites with the children customers. The wall fixture behind shows a glass-fronted case containing a display of fishing accessories, baseball bats, etc.

The next case is devoted to automobile accessories and it has been found the two departments go well together in many ways. For instance, the luncheon kits may be an accessory on a fishing trip and yet be of interest to the motorist. A number of accessory lines are shown on the top of the showcase. Surplus stocks are kept on the other side of the store in spacious compartments within easy reach.



Avity was only twelve years old when he entered the business world and became apprenticed to the "ironmongery" business, and "To learn the art, trade, and mystery thereof."

For many reasons it is to be regretted that the time of indentured apprentices to the hardware business is a thing of the past, for there is no doubt, but that it made thorough hardware merchants, many of our merchant princes of to-day, in fact nearly all of them, in their boyhood days were apprenticed.

Mr. McAvity was also a sticker. Thirteen years was his record with the merchant who taught him the business, and at the end of that time, at the death of his employer, he took over the store and there the first stone was laid of the now great McAvity institution, which, with its other branches, during the great war, gave employment to over 2,500 employees.

No Shop-Worn Stock Shown

Window, counter and showcase displays are used to the greatest possible advantage. There are five windows facing King street, St. John's main thoroughfare, and these are changed continually, the stock never being allowed to become tarnished or soiled, therefore the windows have always a fresh and clean appearance, which is a great aid in creating the impression with the public that the stock is brand new, and not shop-soiled. The glass is also cleaned every day, giving the store a spic-and-span appearance. Special attention is paid to the window trims to keep them interesting to the public.

For instance, during the shipbuilding activities in and around the city during the war special displays were made showing the large assortment of tools used in the building of wooden ships, and also showing models of vessels that were built in St. John years ago. A splendid display of all the different kinds of rope and cordage used on board ships was one effective trim. The construction of a shell was also demonstrated from the rough to the finished article. This type of window display causes considerable interest and crowds at a time would gather around the McAvity windows.

Catalogue of Motor Accessories

The show cases, like the windows, are always kept clean and fresh looking and changed frequently, seasonable goods being on view all the time, making it an easy matter for a customer to make a selection. The automobile accessory department is a big feature. A full line of accessories is carried and a large volume of business transacted in this particular line. A catalogue of the needs of the motorist is published and contains full particulars of every article listed. The automobile accessory department is carried on in conjunction with the sporting goods department, under the managership of Mr. Trentowsky. It has been found that these two lines go exceptionally well together, as most motorists are interested in sport, and many sportsmen are automobile owners. Mr. Trentowsky is more than satisfied with the growth of the automobile accessory department, and it has been found necessary to have special fixtures built to accommodate the stock. Special window displays of this line are made from time to time, coupled with newspaper advertising. These displays and advertising are always made seasonable. For instance, if bad weather approaches, non-skid tires, chains and other winter necessities are featured. These are shown in the window, and full particulars given in the advertising.

Advertising

With reference to the company's advertising it might be well to add that

Make Your Car Look New For a Dollar or Two

Sure, you can refinish it yourself with

New car, John?
No, 1920! Refinished her myself with
—— Auto Finishes.

AUTO FINISHES

A few hours of interesting work and 24 to 48 hours for drying will transform an old weather-beaten car into a real automobile.

—— Auto Finishes include eight snappy colors, Clear Varnish and Top and Seat Dressing.

See window display showing samples of work done with these celebrated finishes. Glad to have you drop in for color card or any information desired.

'Phone M. 2540 **McAVITY'S** 11-17 King St.
St. John, N.B.

Thanks to Electricity

and —— the washing of clothes no longer occupies a whole day, but leaves ample time for other—pleasanter things.

THE

ELECTRIC CLOTHES WASHER

is the perfect solution—the modern answer —to an age-old problem.

Let us show you how to make Monday an ordinary day in your home—and in your life.

'Phone M. 2540 **McAVITY'S** 11-17 King St.
St. John, N.B.

Two samples of the advertising done by T. McAvity & Sons, St. John, N.B. Illustrations are generously used in the advertising (illustrations not shown herewith) and a catchy heading in bold type acts as the bait to draw prospects to read the message. The statement in each ad. is brief and to the point, and a study of local circumstances surrounding the use of the article provides the ad. writer with ideas which will attract attention and secure the reader's interest. The attention of readers of the ad. is drawn to displays in the store windows of the lines advertised. Thus the value of both mediums is enhanced.



it is of such proportions that the services of an advertising manager are required. Fred S. Stewart has successfully handled this end of the McAvity business for many years, and has made a thorough study of advertising from all standpoints. "To advertise successfully," says Mr. Stewart, "the story should be told to the individual, not to the masses. When speaking to a crowd the speaker is liable to unconsciously send his message over their heads into space and obtain no results. An advertisement should tell its story in the same manner that it would be told by the efficient salesman to his customer over the counter. Write your advertisements as you talk, and remember that however large a circulation your newspaper or magazine may have you can only talk to one customer at a time."

Sporting Goods

In the sporting department everything is stocked for the many lines of sport. Fishing rods, lines and tackle, rifles and shot guns, camping outfits, tents, hunting necessities and ammunition for every gauge gun. During the hunting season some very artistic windows are shown, displaying the mounted heads of moose, bears, wolves and other animals shot in the New Brunswick forests. These hunting scenes attract much attention from the American visitors who come to New Brunswick during the hunting season and bring in a large amount of business.

Paints and varnishes are handled extensively by Messrs. McAvity, and a special department is devoted to the sale and displaying of these goods.

This department is managed by Stanley Harrison, and here again service is recognized to be one of the most important factors. Service, window displays and advertising have together built up this department until it ranks as one of the main departments, and is always a scene of activity.

The fullest use is made of the manufacturers' window display and show cards. However slow some merchants may be in using the advertising supplied by manufacturers they establish no precedent for McAvity's. Their paint window trims are always accompanied by the large display cards supplied by the paint manufacturers and on the counters the customer finds color cards and all information he may need to assist him in painting up his home or buildings. Motor boat owners and yacht owners are large buyers from McAvity's, and during the season a large amount of space is devoted to the advertising of paints and varnishes for this use, and at the same time the windows are trimmed with everything needed by the boat owners when fixing up for the summer.

Carpenter's and engineer's tools is another very important line. A good deal of space is given to these goods, both in showcases and wall fixtures, and the firm boasts that they can supply any machinist, carpenter or engineer with any tool he may require. In this de-

THE PAINT DEPARTMENT

This is where the giving of service to customers brings real results, according to Stanley Harrison, the manager, who credits the success of the department to service, window displays and advertising. Paint window trims are always accompanied by the cards and literature supplied by manufacturers and color cards are used generously in the store to help customers in their selection.

Much time and space is devoted to the sale of paints and varnishes for use on boats, and this is an important part of paint trade in this city. Special displays, featuring various lines of hardware for use on boats always contain a good showing of paints and varnishes.

A well-assorted and complete stock of paints and varnishes is here shown, and the salesmen make a specialty of advising customers as to best color combinations, best methods of application and other points.

partment the company's slogan, "You can get it at McAvity's," is very appropriate, for to use the words of a St. John carpenter, "You can." The company have on view an old saw supplied to a customer in the year 1860, which is in a remarkably good state of preservation. These saws were at that time manufactured especially for T. McAvity by Marsh Bros. & Co.

Lumbermen's supplies for many years have received special attention. Each year as the lumbering operations commence special window displays of lumbermen's requisites are made, and considerable advertising is carried on.

Shipping and Delivery

The shipping and delivery department is well worthy of mention. The company has two city motor deliveries for light hardware, and heavier teams for the more weighty articles. The entire city is covered twice a day by a morning and afternoon delivery, and in the case of rush orders special deliveries are put on to oblige their customers. The service idea is carried out from the moment the customer enters the store until the goods are placed in his home, and even the shipping tags are used as a means of advertising the company, for on the reverse side they always carry some message to the customer.

Extraordinary Display of Plumbing Supplies

Taking into consideration the fact that McAvity's possess one of the largest plumbers' supplies department in eastern Canada, it is not to be wondered at that their display and stock of bathroom fixtures is a little above the ordinary. This is a separate department on the second floor and in it is a magnificent showcase devoted to the displaying of these goods. Everything that goes to completely furnish the bathroom is shown. This department is managed by T. E. Clark, an old employee of the company, who holds this position because of his efficiency in all matters connected with plumbing and plumbers' supplies. Mr. Clark believes that the attractiveness and sanitary conditions of all bathrooms depend largely on the style and character of the fittings, and with this thought in mind, the stock is of the very latest and most modern on the market. He also believes that to show bathroom fittings and fixtures to the best advantage they should be as well kept as they would be in the most particular homes. The result is that this department is kept in such a state of cleanliness that it could be used as an example for all housewives.

Promotion on Basis of Merit

A survey of the department heads of the McAvity organization reveals the fact that they are one and all occupying their respective positions because of special qualifications in their respective line of goods. Each head is absolutely conversant with the goods stocked in his department, is well known to the purchasers of these particular goods, is able to offer advice and deal intelligently with any question that may crop up. The careful selection of department heads has been a great factor in building up this large hardware business. Great care has been exercised to avoid the placing of square pegs in round holes, and as a vacancy occurs the man best qualified to fill it is the one who gets the job. There are men in the company's employ who entered as boys and have risen to some of the best positions offered by the company; others, using their training to good advantage, are now successfully running businesses on their own account.

Big Business in Skates

During the skating season the company make a bid for all the skate business they can possibly control by advertising and window displays. Full page ads. are used in the local newspapers showing their complete line, together with prices. Leaflets are also distributed, and in every case the cost of postage is announced in the advertising, so that out-of-town customers can make their purchase of skates without visiting the store. A table of sizes is also given so that the customer knows exactly the size skate he needs for the size of his boots. "McAvity's Messenger" is a heading the company often use in their full page advertising. These full page

THOMAS McAVITY & CO.

Have received per Ships Hebe, from London, Clyde, Edward Thorne and Ward, from Liverpool—

20 BALES and Cases Cotton and Woollen GOODS,
2 Bales Cloths, Satinettes, &c., &c.
130 Casks and Cases Sheffield and Birmingham GOODS, comprising a general assortment of Ironmongery, Cutlery, Saws, Files, &c.
180 Casks fine Canada Rose Nails, 4d. to 60d.
80 Bags Spikes, from 4 to 12 inch.
5 Casks short link Chain, ¼ to ⅝ inch.
12 Smiths' Anvils; 100 ditto Vices.
4 Kegs patent Shot, assorted, B B to 10.
40 Dozen Spades and Shovels,
2 Casks miners' do; 20 boxes Tin Plates,
100 stone Iron Wire, assorted numbers,
1000 cast-Iron Pots and Camp Ovens,
200 Griddles and Spiders,
Register and half register grates,
1 Doctor Arnott's Stove,
100 Kegs WHITE LEAD; 50 tins Paint OIL,
Casks Lampblack, Whiting, Yellow Ochre, Red Ochre, rotten stone, Glue, Black Lead, Salt Petre, Alum, &c. &c.

All the above Goods have been selected by the subscribers, in the best markets in England, and will be sold wholesale or retail, at a small advance for prompt payment.
St. John, 19th May, 1838. (Sentinel)

Fac-simile of one of the earliest advertisements used by the McAvity Firm. It is reproduced here as of historical interest only. The firm does not now sell dry goods; but the thousand and one things in the Hardware, Mill, Plumbing, Steamfitting, Contracting, Automobile and Motor-boat line to be found in their establishment, attest to the progress made since their first "ad" appeared.

Must Watch Prices Closely

Speaking of market conditions to Hardware and Metal, John A. McAvity, vice-president of T. McAvity & Sons, Ltd., St. John, N. B., said:—"The situation to-day is such that, in order to keep the confidence of our customers, we must watch prices very closely. Our reputation for service is not based alone on stock, selling and deliveries, but also on prices. As soon as there is a decline in any commodity, we reduce our price at once. This action is as important, or more so, as it was on rising market. There is no doubt but that the consumers are watching the actions of their merchants very keenly, and the dealers who are the most prompt in adapting their prices to the latest quotations will be the ones who will enjoy the greatest amount of confidence from the buying public. We would rather lose a little on the sale of a few goods than lose the confidence of our customers. I believe that the slightest depression which has been experienced during the last two or three months is about over, and that conditions are commencing to right themselves. While we may not have as big a year as on former occasions, I don't think that we have anything to worry about."

Buying Oftener

With regard to buying, W. G. Stratton, buyer for T. McAvity & Sons, Ltd., said:—"We are buying smaller quantities, but oftener, and are gauging the size of our orders by the length of time the manufacturer can guarantee before a decline. By buying smaller quantities we have to watch our stock more closely, so that we can order again before we are sold out. Declines have not been very pronounced in the hardware business, and as long as they come gradually, the hardware man will be able to handle them without any fear of serious losses."



advertisements are always profusely illustrated, and also accompanied by prices and mail charges.

During the summer months a large business is done in garden tools, and attractive window displays are made of the goods stocked by the company. Every tool needed in gardening, either by the professional or amateur, is stocked, and here again the newspaper advertising is linked up with the window trims.

Cash Carriers Used

Messrs. McAvity use the pneumatic carrier system for conveying the cash from the salesmen to the cashier, and prefer this method of handling the cash to tills or cash registers. A short time back this company installed, at considerable expense, a new carrier system, and now the cash is received up in their office from all the departments. The customer does not have to wait for his change, as the salesman makes out the cash sale slip, sends the cash, and while the change is coming back wraps up the parcel. By following out this method of procedure no time is lost. The salesman also writes on the slip the amount of the bill enclosed. For instance, if the customer makes a two dollar purchase and hands a five dollar bill, the salesman writes "five dollars" at the foot of the slip. By doing this it is impossible for the customer to think that he may have handed in a bill for a larger amount. It is also a help to the cashier and is often of assistance when busy.

To get the greatest possible returns from the window displays Messrs. McAvity leave the lights burning after the store is closed, and many citizens taking an after supper walk view the lines offered.

Cutlery Given Special Attention

The cutlery department is worthy of particular attention for several reasons. For a large number of years this department has been specialized upon, and a great deal of care and attention has been bestowed upon it by the department head, S. C. Hoyt, who is a long service man, and has had considerable experience in handling cutlery from all parts of the world. Mr. Hoyt does the buying for this department, and he watches closely to buy just what the public favors. A full range is carried from the lowest priced goods to the most expensive made. These are displayed in a beautiful showcase, which is often admired by their customers on account of the skill shown in the tasteful arrangement of the goods. Full page advertising is often used in connection with the cutlery department, and often McAvity's will have a window devoted to the showing of pocket knives and table cutlery alone, which will give the reader some idea of the magnitude of their stock. Any hardware man will tell you that it is some job to fill a window with cutlery.

PAINT WINDOWS USED FREQUENTLY

Window displays are an important part of the selling effort made by the paint department at T. McAvity & Sons, Ltd. Generous use is made of window cards, color cards and other advertising literature supplied, as shown in the window herewith.

Paints and varnishes for use on boats are frequently featured owing to the nature of the business. One of the window cards carries the message, "A building not too old to stand is not too old to paint." The other says, "Not what you pay, but what you get is the real test of value. In —— brand paint and varnish you get the value."

A wide range of paints, varnishes, auto finishes and other specialties are shown.

Employees' Athletic Association

The employees of the company have an athletic association and many enjoyable events are carried out. These affairs are often attended by the directors of the company, and have the tendency to keep the whole organization together and promote a co-operative feeling throughout the whole establishment.

WINNING A HIGH PLACE IN THE PUBLIC ESTEEM

(Continued from page 165)

single purchase for this year's trade included over one hundred automobiles.

"But it must not be thought that the success of Mr. Sutherland and Mr. Stelck was gained by any means other than hard work supported by confidence and optimism. These men were not afraid to work, and work they had to because it was their principal and capital as well. And by the way it may truthfully be said that they still work.

"As citizens both men have been identified in a public way with the advancement of the town. They have always been willing to shoulder their share of the work. They have been members of the town council, school board, agricultural society, board of trade, and assisted in every work that had for its object the good and welfare of the town.

"In their new premises they will be able to do business under more congenial surroundings, released from the care and anxiety of the struggle of earlier days; but, on the other hand they will be denied the joy of past days when they worked in their overalls and smocks and were not afraid to soil their hands and faces in tackling any job that happened to come along."

Business Associates.

Associated as stockholders in this business with Messrs. Sutherland & Stelck are James Gardner, Blake Phillips, Wm Sutherland, and Russel Gardner.

Some Practical Ideas for Tinsmiths

Details for Patterns of Grain Hopper and a Hinged Skylight—Some Interesting Data Set Forth in Reply to Correspondents' Enquiries—These Might be Kept by Tinsmiths For Future Reference

SOME instructive drawings of patterns for two fairly common articles in the tinsmith trade are here shown, specially prepared in answer to inquiries from correspondents. The authority for these drawings and data is O. W. Kothe, principal St. Louis Technical Institute.

Patterns for Grain Hopper

Answering the inquiry for layout of a grain hopper according to sketch submitted, and not knowing if this position of bases is the correct interpretation of the plan or not, I have sought to get further information, but even at that the correspondent's drawing is not any clearer, since his measurements indicate one thing and his drawing indicates another.

But working to the measurements, as the plan and elevation in the attached drawing I get that position, and if it is not correct, then the workman must adjust the measurements and positions to suit his work.

Whatever this makes, the working out by triangulation would be the same as in this case.

By reference to a 45 degree line on the plan I take it the heel of elevation is to slant that much.

So draw this slant of elevation and measure over the great diameter and then draw the plan, placing the rectangle base as measurements work out as A-B-C-D in this case.

Divide the round base in any number of equal parts and draw lines to the corners of rectangle as shown.

Now by erecting lines from rectangle of plan we cut the 45 degree line of elevation and this enables us to establish the height H-T.

After this the problem is treated identically line a square to round transition.

The plan lines are picked and transferred to diagram of true lengths, placing the straight number as B-1-2-3-4, etc., to the right of T and the numbers as A-1-2′-3′-4′, etc., to the left of T.

Then by drawing lines to H, we have the true lengths.

The reason for doubling over of the numbers it makes it easier to keep track of your lines, and it is a most difficult matter to work the numbers backwards while developing the patterns.

The pattern is set out the same as any ordinary square to round, only working each half separately.

In this case we start with the heel A-1-B and work each way.

The matter of placing the seams is left to the workmen.

But it may be best to lay the full pattern off on a large piece of paper, and then punch off the patterns, making the seams where you want them, and always allowing laps for riveting extra.

Hinged Skylight

In answer to the sketch for details of a gable skylight with raising lights on both sides, the accompanying drawing will help out.

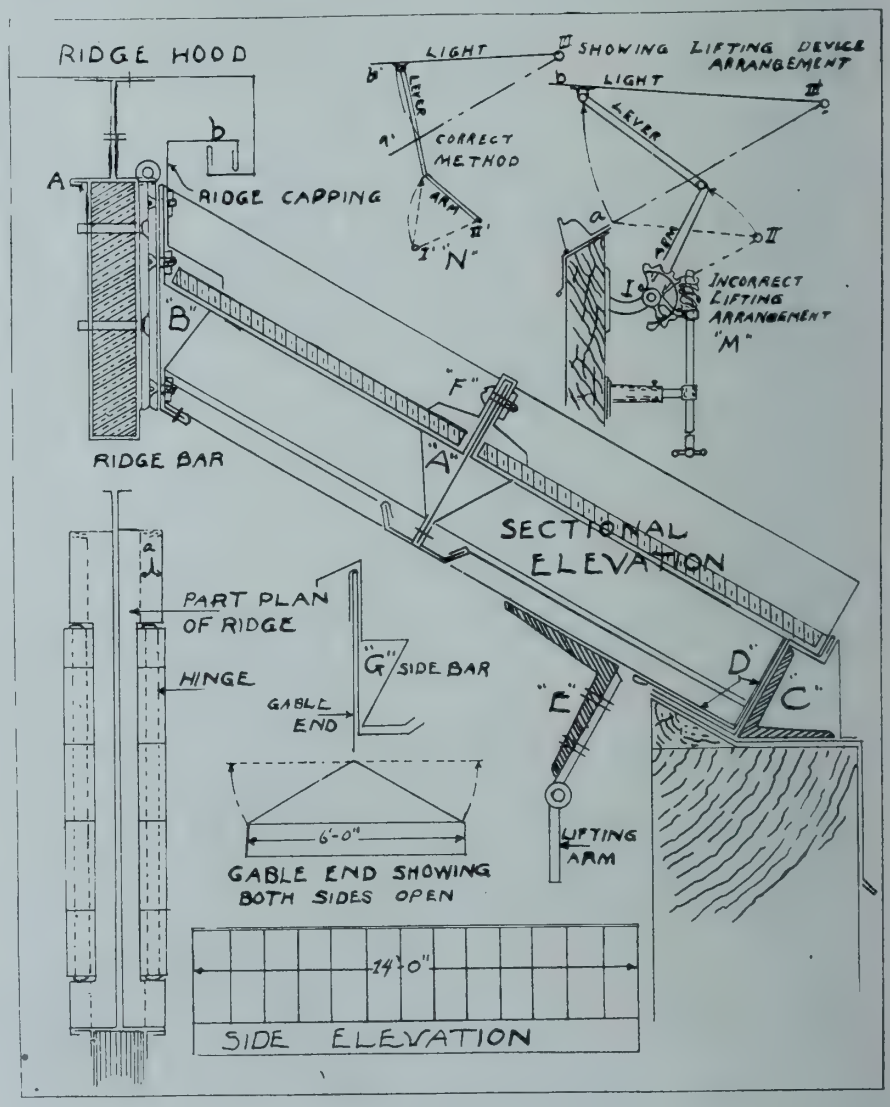
It is seldom that a skylight where the full sides open up and both sides at that, which makes this problem a little out of the ordinary.

The idea as met with in a gable skylight is followed, only such changes are made to suit our purpose. The correspondent in his sketch showed a 3″x½″ flat bar for the core bar of ridge.

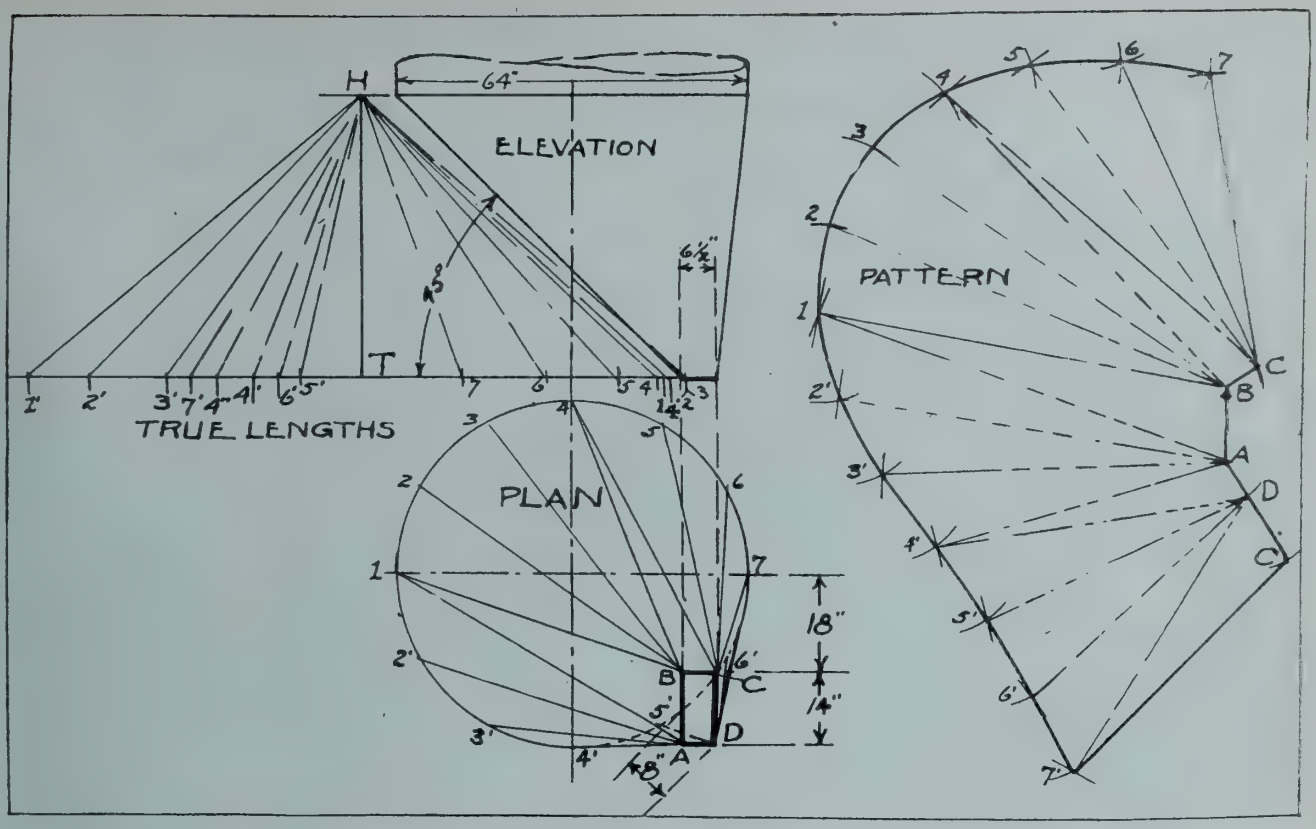
Not knowing if this was specified, or merely placed so in the absence of a better idea, the flat bar is shown here.

It would be better to make this central bar a T-bar, with the flange underneath. This would give greater strength to side pressure.

The skylight is 14 feet long and 6 feet wide and 30 degree pitch, which



Pattern For Hinged Skylight



Pattern For Grain Hopper

makes the length of common bar about 3 feet 6 inches.

This is a good length, and considering the length as 14 feet there will be considerable weight of glass.

Now the common bar section "A" ought to have a core iron of about 16 gauge to lend stiffness of bar.

From each point in this section draw lines at 30 degrees both ways.

At a convenient distance from "A" draw the ridge bar section and add also the curb bar "C."

Observe how the ridge is formed to give strength. Also notice the bottom curb "C" with an angle bar having a closed bevel set in place to support the lower curb.

Some means of support must be placed here, or the raising and lowering of sash will deform the curb, and especially as it is made of copper.

A false curb "D" must be attached to the common bars and made so it will drop in the curb "C."

Now as a means of raising or lowering the sash and angle bar, "E" should be riveted so the lifting arm can be attached.

At least two lifting arms must be attached to this angle, say, about 4½ feet from the ends. Three lifting arms would be better.

Now the correspondent wanted to know how to overcome that opening space -a- of part plan caused by the thickness of the hinges. I would suggest you put a joint as at A at the top of ridge.

This lock edge could be out for hinges or turned up and will cover the open space. This lock edge should not be made too large to interfere with the raising sash.

As a means to keep snow and rain out a ridge hood and ridge capping as -b- can be designed.

By leaving ample space the shield -b- will raise and drop, thus making a comparatively tight joint as concerns driving rain, snow and dust.

These details are suggestions, and the workman can alter them to suit his own ideas of conditions.

The side bar "G" is formed as shown to fit over the gutter of a set in pocket.

Patterns as required are very simple, only good long laps must be allowed on the common bar end for riveting securely to the curb "D" and ridge "B." If this is not done, the twisting of the sash would crack to joints.

It would be better if the sash were made in two pieces so each half could be raised or lowered at a time.

As to lifting devices, I must advise the correspondent to write for catalogs of such firms that advertise in trade journals.

However, there is a correct and incorrect way of installing this equipment.

At "M" our sketch shows a common lift device ordinarily met with.

At 1 is a ¾" gas pipe which is the main pivot.

The sash is shown as 111-a closed, which places the lifting arm as 1-11-a.

Observe the extreme acute angle this produces. So that by raising the arm there will be a strong pulling force on the hinge 111 as well as on the hinge lever.

Now this is overcome by the drawing "N," where 11′ is the gas pipe pivot and 1′ the arm hinge.

Observe that by raising the arm 1′-11′ an almost straight line is maintained for the lever, thus opening the light with the least resistance.

The light 111′-b′ should never be permitted to open wider than horizontal. So in case if left open, and during a rain, the water will shoot over the back edge.

The light in "M" is placed over horizontal and in case of rain, the water would run down at the hinge, and on the inside.

Much of this can be observed while installing the system, and it may be helpful to visit greenhouses and note how the equipment operates.

Hardware Merchants Prominent In Developing Increased Electrical Trade

Evidence From Leading Hardware Merchants Throughout Canada Points to the Important Part They are Playing in Developing Electrical Business—Many Customers Prefer to Buy "Electrics" Where They Buy Their Hardware—Outline of Progressive Ideas Adopted by Merchants in the Interests of Bigger Electrical Business

MUCH success has attended the efforts of a large number of hardware merchants in Canada to develop business in electrical goods. There have been a number of reasons why the hardware store has developed as a logical medium of distribution for electrical requirements and some of these will be outlined in the following brief statements by only a few of the hardware merchants who have successfully developed this line:

Electrical goods have a large place in the business of **W. H. Thorne & Co., hardware, St. John, N.B.,** and of recent years this business has developed considerably. Electric irons and percolators have been found to be exceptionally good sellers and are ranked as staple lines. A complete assortment of electrical household goods is stocked and special showcases always devoted to the displaying of these goods.

In the sale of electrical goods this store has found that better results are obtained when the goods are so displayed that the large number of customers visiting the store for various requirements can pick them up and handle them. A large round polished table was recently added to the department, on which electric irons, percolators, kettles, grills, toasters, etc., are tastefully displayed. Almost every customer entering the store stops and looks at this table of electrical helps, and nearly as many will pick up one or more of the articles in order to examine it more closely. Once in the hand, the desire to own is created and many sales result. Good window displays are made of these goods and they are always mentioned in the newspaper advertising.

* * *

ELECTRICAL DISPLAY ATTRACTS TRANSIENTS

Located at an important junction point on the street railway line, **May Bros., West Toronto,** make best use of their windows for electrical displays, to attract the attention of transients. The display shown elsewhere in this article is typical of the effective arrangements made by this firm and electrical windows are frequently shown. It has been found that the large number of customers for other requirements in the store have been largely influenced by such displays of electrical goods in the windows and in the store interior.

* * *

CATERING TO WOMEN'S TRADE

As the woman of the house very often buys electric fixtures and in some communities the larger portion of them, this fact suggested to **Lacroix & Leger, hardware, Montreal,** that they would profit by confining the display of such goods to one section of the store. Therefore electric goods have been grouped by themselves in a department far from the noise and confusion of other parts of the store. and amid surroundings where a quiet and careful choice can be made.

UNTIMELY ADVERTISING

An ad. on electric heaters which has recently come to the attention of Hardware and Metal, and which appeared in an Ontario newspaper on February 10th, is entitled "With the approach of fall the comfort of an electric heater will be appreciated in the household." It was with relief that we noted the ad. was by an electrical dealer, thus absolving the hardware trade from the charge of untimely advertising.

"We have a capable manager of the department who is fully acquainted with electrical matters and he carries out his own policy throughout," said Mr. Leger.

For all kinds of fittings and fixtures used in connecting and installing lights, boxes are used in the shelving and these are sampled. Ready access to any desired fixture is thus secured.

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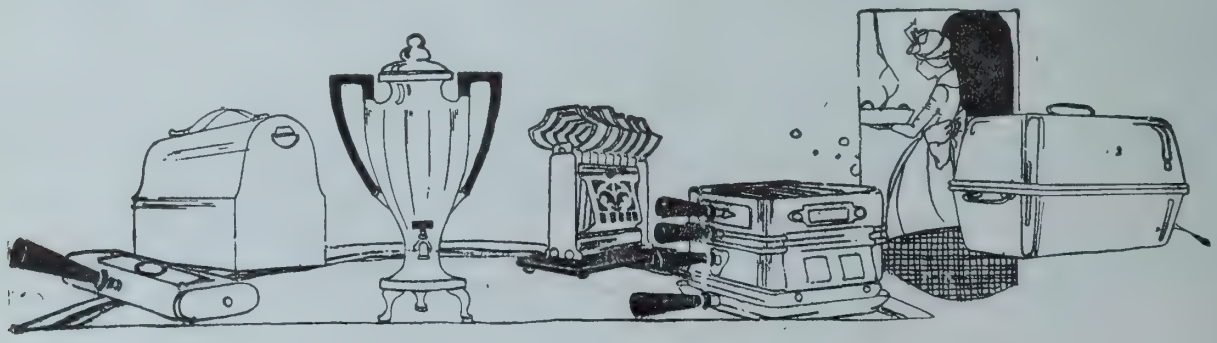
TURN ON THE POWER

In a quiet but effective manner **A. H. Bedard, 392 Victoria Ave., Westmount, Montreal,** is creating a healthy demand for electrical goods. Turning on the power in heaters, electric lamps, etc., has been found to be a good way of attracting attention to them and the small cost of the current is thought to be good advertising. In selling electrical devices Mr. Bedard always makes sure to give complete instructions for the use of the article sold in order to avoid danger and insure best results.

Mr. Bedard, when interviewed by Hardware and Metal, put forth a strong argument for the store salesman having a definite knowledge of electrical goods so that there is no guesswork in giving instructions for use. Mr. Bedard has also found that to tell a customer, for example, that it costs about 2½ cents per hour to operate an electric heater, that they are agreeably surprised with the low running expenses. He is of the opinion that ignorance as to costs of operation keeps many people from buying electrical goods. He is taking steps to see that this does not happen in his store.

Competition With Electric Stores

Mr. Bedard faces competition in Westmount with exclusive electric stores, but his trade is growing and he finds there are quite a number of his customers who





prefer to purchase these goods where they have been in the habit of buying their hardware regularly. He therefore carries a complete stock of fixtures, toasters, chafing dishes, irons, portable lamps, etc.

* * *

A LIVELY CAMPAIGN

A big drive was instituted by the **Cowan Hardware Co., London, Ont.,** on three days as a means of developing business in electric washing machines. A woman demonstrator was brought to establish more intimate connections with the women prospects and owing to her knowledge of fabrics and the best ways to wash them. Much advertising was done in advance and the results of the sale exceeded the utmost expectations.

* * *

EXTENSIVE ADVERTISING

Ingram & Davey, Ltd., St. Thomas, Ont., have a splendid electrical department and couple up an appeal for electrical goods business with practically all their advertising. A recent advertisement in large space illustrates electrical ceiling fixtures, irons, heaters, percolators, boudoir lamps, vacuum cleaners, electric washers, violet ray machines, etc.

* * *

ADD TO THE COMFORT OF THE FAMILY

Under this heading an advertisement by **Rice Lewis & Son, Ltd., hardware, Toronto,** points out that by cooking electrically you will add to the comfort of the family and ease the labor of the household. It continues by describing a percolator, grill, toaster, electric heater and other such lines.

* * *

WINDOWS SELL ELECTRIC DEVICES

"Window displays are largely responsible for the success which has attended our efforts to sell electrical lines," said Mr. Perry, of the **Perry Hardware Co., Estevan, Sask.,** discussing the matter with Hardware and Metal. "Windows of electric goods and such lines as appeal to women have had the biggest pulling power." An up-to-date electric fixture display is always shown in this store, fixtures being attached to the ceiling and connected so that they can be illuminated readily.

* * *

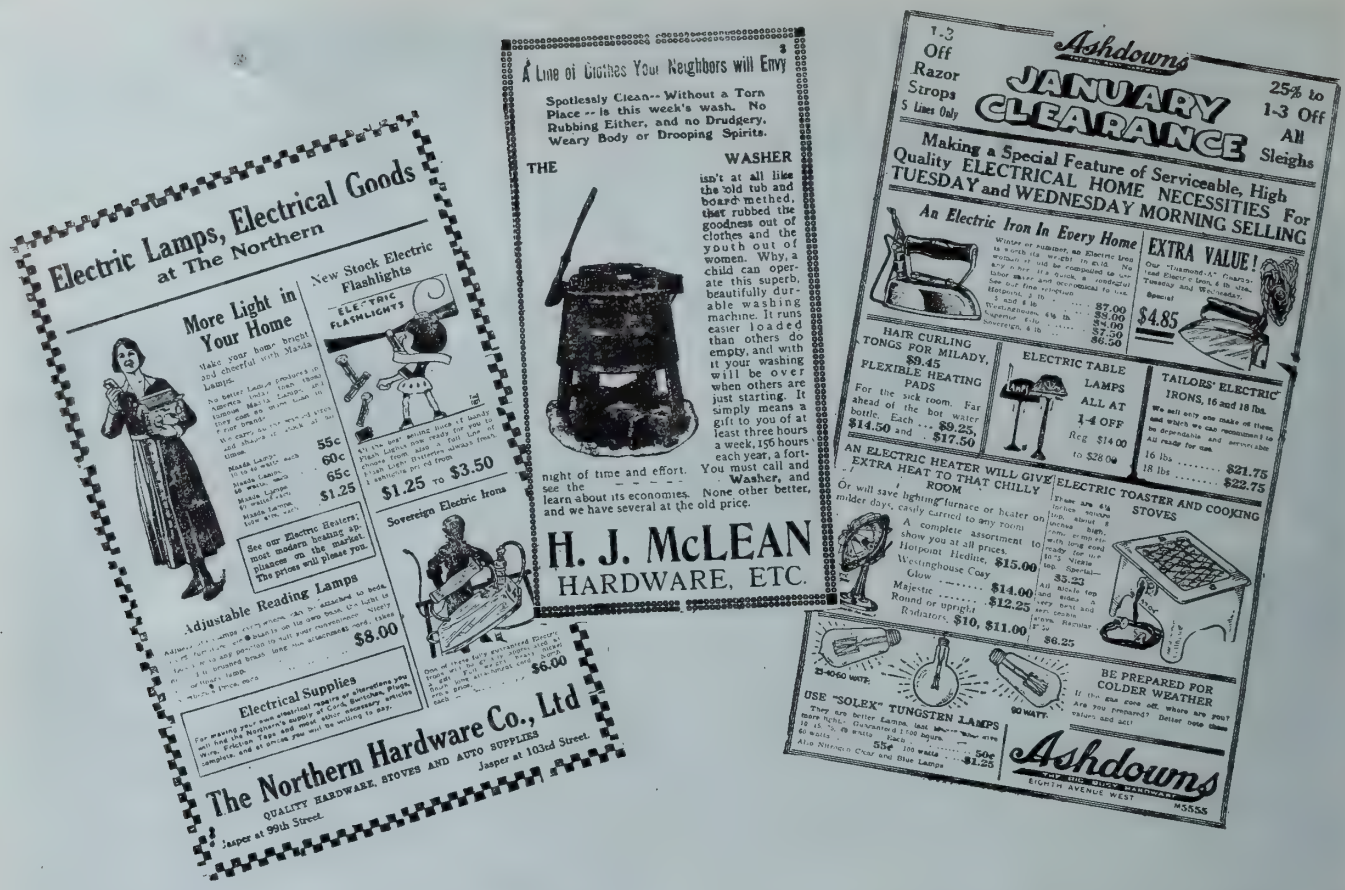
PLEASED WOMEN ARE BIG ADVERTISERS

In connection with the sales of electrical goods in the **W. D. Edge, Ltd., store, Ottawa, Ont.,** it has been found that women are the chief buyers and that it pays to cater to their tastes. Thus in the household goods department, in which are displayed electric washers, vacuum cleaners, table appliances, etc., women are employed exclusively to sell these lines. The management felt that women

WHERE EFFECTIVE ELECTRICAL DISPLAYS BRING BIG RETURNS

An attractive display of electrical goods by May Bros.' Hardware, West Toronto, which won much favorable comment. The display shows an extensive grouping of electrical lines in sufficient range to make an appeal to practically every passerby. At night the electric reading and boudoir lamps were lit. It will be noted that a great many lines of value to the man handy around the house in fixing up electrical devices are shown. These include wire, rosettes, switches, sockets, receptacles, tubes, knobs, fuse plugs, etc. These are shown in addition to the heaters, reading-lamps, toasters, grills, lamps, batteries which are also tastefully grouped.

Customers entering the store for other hardware often become purchasers of electrical goods through the medium suggestion of a good display. This is where the hardware store has a big advantage and hardware merchants are "cashing in" on it.



were better acquainted with the various uses to which such goods are put in the home and were therefore better able to offer suggestions to increase the utility of the lines offered. This is but one of the novel plans worked out by this store to encourage the sale of electrical goods.

In some recent advertising of electrical goods **The Manville Hardware Co., Prince Albert, Sask.**, makes the point that "electric appliances lighten the housework." It then proceeds to describe electric irons, fans, grills, lamps, ranges, toasters, percolators and bulbs.

* * *

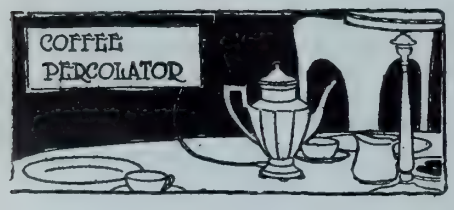
GIFTS FOR THE BRIDE

Under this heading **T. McAvity & Son, Ltd., St. John, N.B.**, advertise grills, percolators, heating pads, toasters, immersion heaters, irons, hot water kettles, curling tongs, etc., as suitable gifts for the bride.

* * *

SHOWING ELECTRIC GOODS TO ADVANTAGE

J. S. Mitchell & Co., Sherbrooke, Que., is a splendidly equipped hardware store. In addition to the generous use of modern showcases, attractively finished high backed wall cases are used for the display of electrical goods. The stock is kept in the best of condition at all times and a substantial business has been built up on this line.



Some samples of electrical advertising by hardware merchants are shown herewith. An extensive group of fixtures and devices are dealt with in the ads and various lines are set forth in an attractive manner. "More light in the home," is the heading under which electric light bulbs are advertised. Adjustable reading lamps, flashlights, irons, etc., are also mentioned and prices quoted. The Ashdown ad deals with a group of electrical home necessities on special sale, and mentions heaters, toasters, curling tongs, etc., describing each and quoting prices.

* * *

EXPANSION OF ELECTRICAL DEPARTMENT

The manager of the electrical department in the **J. H. Ashdown Hardware Company (retail store), Winnipeg**, is a thorough exponent of the principles of advertising and display as applied to the selling of electrical goods in the hardware trade. New and larger premises were recently occupied by the electrical department, due to the expansion which has taken place in recent years. It has been found that if the customer is given plenty of opportunity to see what is new and to investigate the working of electrical devices, and test their ability, that they are a long way toward being sold. Counter displays and window displays are frequently used, these arranged to carry a homelike appeal by showing the various articles in actual use. The use of an illuminated board recently resulted in increasing by 75 per cent. sales of certain wall fixtures. A big demand in the future for electrical labor saving devices and articles of use on the table is predicted by this store.

* * *

SELLS 500 ELECTRIC IRONS IN A YEAR

In electric fixtures and appliances, **Alfred Goyette, hardware, 124 Mount Royal Ave. East, Montreal**, is having increased sales. One of the features of the development of this department is the increasing number of patrons who come from considerable distances to secure a particular fixture and probably at a price which a friend has told them is reasonable. Note this: "A woman came into the store and said she would like to look at some electrical fixtures," said Mr. Goyette to Hardware and Metal. "She said, 'My sister-in-law got a fixture from you and I want one too. Could you wrap it up for me?' " This woman came from St. Rosalie, about forty miles from Montreal, and the incident shows that





Putting electrical goods to the front is the plan followed by Allins, Ltd., Hardware, Lindsay, Ont., as indicated by this view of one of the store display windows. The fixtures and portable lamps are illuminated at night to add to the effect of the display. Vacuum cleaners, heaters and other electrical devices are grouped with the fixtures. The use of such displays has helped much to build up the volume of electrical business which this firm now enjoys.

good service pays. A large amount of the electric business of this store comes from distant points.

"How many electric irons do you sell within a year?" asked Hardware and Metal.

"About 500 of them, I estimate; they are a big seller with us all the year round." He thinks irons are a splendid leader for other electrical goods. Power washing machines are also a big seller in this store.

* * *

GOING AFTER FARM BUSINESS

The firm of **J. C. Wanless, Chatham, Ont.**, has made a specialty of country trade in electrical equipment and has had good success. The rapid development of electrical, radial and power lines into the rural districts has provided an unbounded opportunity and this firm is going after its share energetically. "There is a noticeable tendency in the country districts towards improvement of the homes," says Mr. Wanless, "and the farmers are interested in electrical and other equipment which will make their work easier or their homes more sanitary and attractive. The women are interested in all such articles and they are constantly planning the purchase of some such device. Wonderful opportunities for the sale of lighting fixtures, bulbs, irons and other electrical equipment, have been offered in recent years and this firm has taken a large share of such business.

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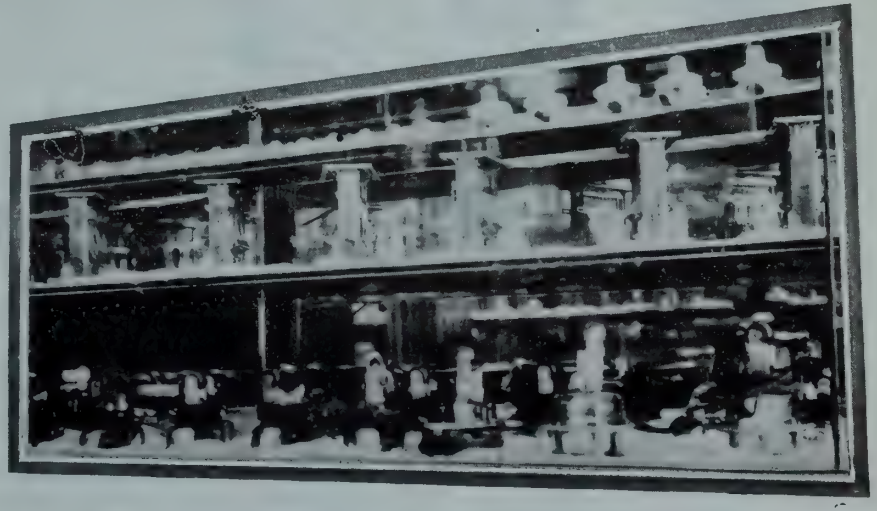
STRONGER THAN EVER FOR ELECTRICAL LINES

"We are going into electric utilities stronger than ever," said **George Hubbard, hardware merchant, Barrie, Ont.**, to Hardware and Metal. "In doing this we are not only keeping up with but ahead of the public demands. We have no more popular line in our store than electrical utilities, and every one that is sold sooner or later means the sale of more." In addition to a steadily growing demand for electrical utilities the firm has a good business in electrical fixtures and no opportunity is lost to impress the public that their store is the headquarters for these lines.

* * *

BIG SALES OF ELECTRIC GOODS

"One of the beauties from the hardware merchant's standpoint in selling electrical goods is that a sale generally brings other customers. They may not come at once, but sooner or later the sale that we make to-day of an electrical device brings in Mrs. Brown or Mrs. Smith, who tells us that she saw this device working over at Mrs. Jones and wants to know about it," said **W. H. Otton, of the Otton Hardware, Barrie, Ont.** "We often find that a woman starts her collection of electrical devices with, say, an iron. It isn't long before she wants a toaster or percolator and then a sweeper and washer. People who have worked with electricity are unquestionably 'sold' on it. A recent Saturday 'special' of electric bulbs was so effective



A display case of electrical lines in a hardware store showing toasters, irons, sockets and other devices neatly arranged.

that it kept the clerks busy refilling the display table on which they were shown."

* * *

ELECTRICITY AND EFFICIENCY

"There is an insistent demand for more electric power and for electric devices," said **E. I. Torrens, hardware, Tillsonburg, Ont.**, to Hardware and Metal. "There are several basic reasons for this. One is the great difficulty in obtaining dependable help. Another is the efficiency of electricity. Every time I sell an electric washing machine or a vacuum sweeper or a reading lamp, toaster or iron, I am paving the way for many other sales from our electrical department. That is the way I find it works out."

* * *

HEALTHY REVENUE GETTER

"Electrical goods are a profitable line if handled right and this department in the hardware store will rapidly grow into a healthy revenue getter," said W. F. Moon, Toronto, to Hardware and Metal. Mr. Moon draws special attention to the purchasing department and points out the necessity of carefully guarding against the too heavy buying of specialty lines which are not likely to have a big sale, and which, in some cases, are unable to pass electrical inspection.

"My idea is to buy as far as possible only lines that are most extensively advertised," said Mr. Moon. "I find that sales are more easily made and customers are better satisfied if you can show them articles they know about. And if they happen to have seen the goods at a friend's or read about them, it is usually only a case of wrap them up and take the money. For instance, take electric irons. I always stock two makes, one of the best advertised and a cheaper line. I find it pays to set both irons out on the counter so the customer can handle them. Some minds cannot seem to register an article until the owner has handled or felt it, others judge by sound, while it is



In a small store electrical fixtures may be suspended from the ceiling in the same department in which other lines are shown. The store illustrated herewith is an example of where electrical fixtures are being displayed in the plumbing department.





"Save yourself a great amount of work by working with electrical appliances," says this ad. by Ingram & Davey, Ltd., St. Thomas, Ont., dealing with vacuum cleaners, portable lamps, heaters, percolators, irons, washers, electric fixtures, etc. Note the generous use of illustrations. "Cook electrically and you will add to the comfort of the family and ease the labor of the household," says the ad. by Rice Lewis & Son, Ltd., Toronto, dealing with percolators, heaters, etc.



APPEALING TO THE HOUSEWIFE

A group of electrical devices which appeal particularly to housewives is shown herewith. Electric toasters, grills, portable lamps, etc., are here grouped on a table within easy reach of the customer, and it has been found by the manager of this department that bigger sales result from placing such lines where the customer may handle them. "When the customer gets the article in his or her hands, the desire for possession immediately is aroused, and the sale is half made," is the opinion of this store.

only necessary for some to look at it in order to impress its different qualities on the mind. There are several advantages of setting a variety before the customer. In the case of the irons, if I only showed the higher priced one, the customer would probably think, "This store is very dear. I saw electric irons advertised elsewhere for less money," and probably walk out of the store with the old remark, "I just wanted to know the price." By showing the two together it can be seen at once that electric irons are not all alike. This is what many think and in most cases they will pick the highest priced one to make sure of securing the best.

"Most staple lines do not show as big a margin of profit as we think they should, therefore you are tempted to stock something a little different that is supposed to be as good. Notice our feelings when the inspector will not accept these in his final inspection.

"I find electrical lines one of the best revenue getters," said Mr. Moon, "There are so many electrical appliances that are almost a necessity in the modern home, such as portable heaters, toasters, irons, grills, broilers, table lamps, not to mention sockets, plugs, switches, wire, in fact, the whole line just bristles with opportunities for the hardware man. It pays to handle the well-advertised lines, for the line which is not so well known often takes considerable time to sell and then probably the customer is not thoroughly satisfied and is more or less dubious till she has found out from experience."

Mr. Moon is a very busy man, having three stores under his supervision. This naturally requires the use of a good system. He keeps all contracts and outside work separate and charges a proportionate share to the general overhead expense.

The window displays are changed every week, and of the two front windows, one is always devoted to electrical goods. It is found that one display helps the other both in sales and displays. For instance, take the window showing silverware; two electric table lamps are shown in the background. At night the other window lights are turned out and the display presents a most attractive appearance.

For a number of reasons prospects seem to be particularly good for the sales of electrical goods during the coming spring and summer. Each hardware merchant should figure out the approximate requirements of his community and then by the use of ads. and window displays such as this make a definite campaign to secure that amount of electrical business.

It would be hard to enter this store and not notice the fine show case displays which are devoted to electrical goods. The first case on the east side has a fine display of electrical irons, toasters, grills, broilers and other appliances while the next one shows a line of sockets, bulbs, wire, etc. Joining this is a counter case displaying flashlights and batteries.

Finds Electrical Goods Demand Increasing

"We find the demand for electrical goods increasing all the time," said Mr. Brittain, of Bloom & Brittain, Hamilton, Ont., to Hardware and Metal. "The goods sell themselves to a great extent. Take washers, for instance. We have no hesitancy in allowing people whom we know to be reliable to take home an electric washer. In practically every case the machine sells itself and they never come back. People like electrically-operated equipment because it more than does the work claimed for it. The equipment works quickly and efficiently. These are the big points that the buyer considers. In addition he or she likes to have a nice looking utility and few lines are better or more attractively finished than the electrical devices. On all the lines that we sell we give the widest possible guarantee.

Featuring Spring Lines In



An early spring and summer season will make an early demand for garden tools and such requirements. These are days when economy is being practised and many people are cultivating their back yard gardens, vacant lots, etc. Here is a suggestion for an early display featuring spades, barb wire, forks, hose, shears, etc., lines which will appeal to the enthusiastic gardener.



The annual spring house cleaning will soon be on and there will be much call for such lines as are shown in this display, such as garbage pails, wash tubs, ash sifters and other galvanized ware. Washing machines can also be shown in such a display as there is much washing to be done during the summer months when light, easily-soiled clothing is worn.

Window and Store Display



Business in builders' tools is likely to be active this spring, if early indications of a resumption of building activity are borne out, and some displays, such as that suggested herewith, will help to start this business rolling in. Builders' tools are the feature of this display along with shaving equipment.



Early activity in spring sporting goods is looked for this season. Herewith is a novel suggestion dealing with the spring fishing season. It will be noted that a stump has been placed at the edge of an artificial pond and on the stump rests a little man holding a fishing rod under his arm and the line in his hand appearing to catch the live fish swimming around in the running water. The display attracted much attention



SPRING DISPLAY OF ACCESSORIES

Here is an effective suggestion for a spring and early summer display of automobile accessories. Tires and chains may be strongly featured as necessary during the sloppy weather of early spring and chains for the wet days during the summer months. Repair kits may also be featured at this time along with automobile enamels and other finishes for the man who is handy in fixing up his car after the winter season. In this display a number of small lines are featured on the glass shelf suspended from the ceiling. Generous use has been made of literature supplied by manufacturers, and copies of the store's advertising and special circulars on auto accessories, are also shown on the wall panels. The cup in the centre was donated for a local athletic event and was used to arrest attention. The various lines are well laid out in the display and while price tickets are seen on some lines, they might be more generously used to good advantage.

Building Auto Accessory

Important Points in Buying, Stocking and Selling of Automobile Accessories—Use of Catalogue and Mailing Lists—Points in Advertising Accessories—Always Old Cars to be Renewed

WITH over 400,000 automobiles owned and operated in Canada at the present time, with automobile factories reopening and other signs developing of a renewal of activity in this important industry there would seem to be little reason why the remarkable development of automobile accessory trade in Canada in recent years should not be continued during the coming spring and summer. There will be large accessory requirements to be filled on account of the large number of cars now in operation, the ordinary increase in number of cars will provide additional accessory business and another important factor is the ever-increasing amount of tourist travel by automobile into this country from the United States. Owing to the premium which United States funds command in this country the extent of tourist travel during the coming summer is expected to be even greater than at any time in the past.

Canada stands in a premier place among the countries of the world in respect to automobiles owned and operated by its people. A table reproduced elsewhere in this issue shows the number of automobiles per thousand of population in the various provinces and indicates the fact that in the agricultural districts of Western Canada the proportion is greatest. It ranges all the way from 75 per thousand in Saskatchewan down to 49 in Ontario and decreasing in number in the maritime provinces.

These statistics show that the ordinary requirements of Canadian automobile owners for accessories are substantial and in sufficient volume to justify much attention from the hardware trade. The prospects for this spring and summer season as outlined show that early attention to the arrangement of the accessory department and preparation of selling plans are urgently required.

To help the hardware merchant in preparing his selling plans for the season, following are some ideas that have been found helpful to other merchants in connection with the sale of accessories.



Business in Five Years

Over 400,000 Cars Now in Canada—Prospects Good for Automobile Industry—Large Tourist Travel Expected This Season—Number of Autos Per Thousand Population in Canada

Builds Big Trade in Five Years

FIVE years ago the firm of W. H. Thorne & Co., Ltd., St. John, N.B., did not handle automobile accessories. Today this company has an automobile accessory department in their retail store, a special clerk to manage it, a traveller, a large stock room with a clerk in charge, and a buyer.

Altogether, four men are required to handle the business of buying and selling automobile accessories. All this has been accomplished in the short period of five years, and goes to show what can be done in accessories when handled by a live firm. This department was opened up by S. E. Fisher, the general manager, who personally devoted a good deal of attention to this particular line. One of the first moves the company made was to engage a practical automobile man who was well acquainted with the St. John automobile trade and knew the business thoroughly. This man, knowing the requirements of the trade, was of great assistance in buying the stock, and having been formerly employed in different garages knew the accessories that were in demand all the time for the different makes of cars that were most popular.

Issues a Catalogue

It was not long before it was found that a catalogue would be of great assistance to the customers, and consequently a business getter.

The company wrote the manufacturers advising them that they were compiling a catalogue of automobile accessories and needed cuts for displaying the different lines. These requests were promptly complied with, the manufacturers in all cases being anxious for their products to be shown. When completed, a copy of the catalogue was sent to every automobile owner in the city and province, with a neatly printed folder announcing that W. H. Thorne & Co., Ltd., had on hand a well-selected stock of automobile accessories and would be pleased to look after the motor car owner's requirements. Every article was priced, and accompanied by a short description. This catalogue proved to be such a success that, since that time, two others have been issued to show the ever-increasing number of accessories

PRIMING UP THE AUTO ACCESSORY DEPARTMENT

While some good window displays should be arranged early in the spring season on automobile accessories such as are shown on the opposite page, attention must also be given early in the season to the arrangement of the automobile accessory department. The value of the attention secured by the window displays will be much greater if the interior arrangement is sufficiently forceful to bear out the initial impression. It is always well to concentrate everything pertaining to automobile accessories in one department and get the customer in the habit of looking to that department for his accessory requirements. Sometimes the accessory department can be placed to advantage alongside some other department such as sporting goods as has been done by certain hardware dealers who find much of the interest in these respective departments is co-related.



A full page illustrated advertisement as used by the Sumner Co., Moncton, N.B., in connection with their automobile accessory department. This illustrates a large number of accessory lines and includes articles which would be of value to almost every motorist. The generous use of illustrations is an important help in the spring and summer advertising of accessories and attention should be given to having a wide range of accessories shown.

the company are adding to their stock. The last catalogue issued is about three times as large as the first issue. This fact alone shows the growth of the department.

Special Stock Room

When the department was opened up, the stock was carried on the shelves in the department itself, with the exception of tires. Now it is necessary to have a large stock room in which to keep the accessories and a stock keeper is busy all the time receiving and shipping goods. Large space is used to advertise the automobile accessory department in the local newspapers, and one of the firm's windows is constantly showing the public the articles that are needed to add to the pleasures of motoring. The automobile accessory department is now an established department with W. H. Thorne & Co., Ltd., and ranks in importance with any of the other departments that were in existence long before. Careful buying and modern merchandising methods have brought this department up to its present status. At the present time, extensions are being made to the stock room to accommodate more stock. Five years of steady advertising of the atuomobile accessory department has given it such publicity that every car owner in New Brunswick knows that Thornes are automobile accessory dealers. A large business is done with the local garages who realize that it is better to buy their requirements as they need them rather than lay out their capital in stock when in many cases they need it to invest in machinery and workshop appliances.

Always Old Cars to be Renewed

"Auto accessories are a good selling line with us. Perhaps it is because we feature these in our window displays regularly and advertise very extensively along these lines, but they have proven to be an active line from the day we decided to place them in our store and the demand has gradually increased," said Omer de Serres, Montreal, to Hardware and Metal. "One of our salesmen came to me not long ago and advised me that the new model of a certain car was now equipped with a new storage battery, and he thought the sale of the old dry battery would diminish. I was glad to hear of the new battery because it would add a new selling article for our accessory department. But as I replied to our salesman, 'What about the older cars of that make? Will they cease to require the older battery?' Motor cars are not scrapped or discarded very often, they may be resold or painted and overhauled, but they may still be found on the roads and highways and they will always require new accessories."

Cost of Accessory Stock

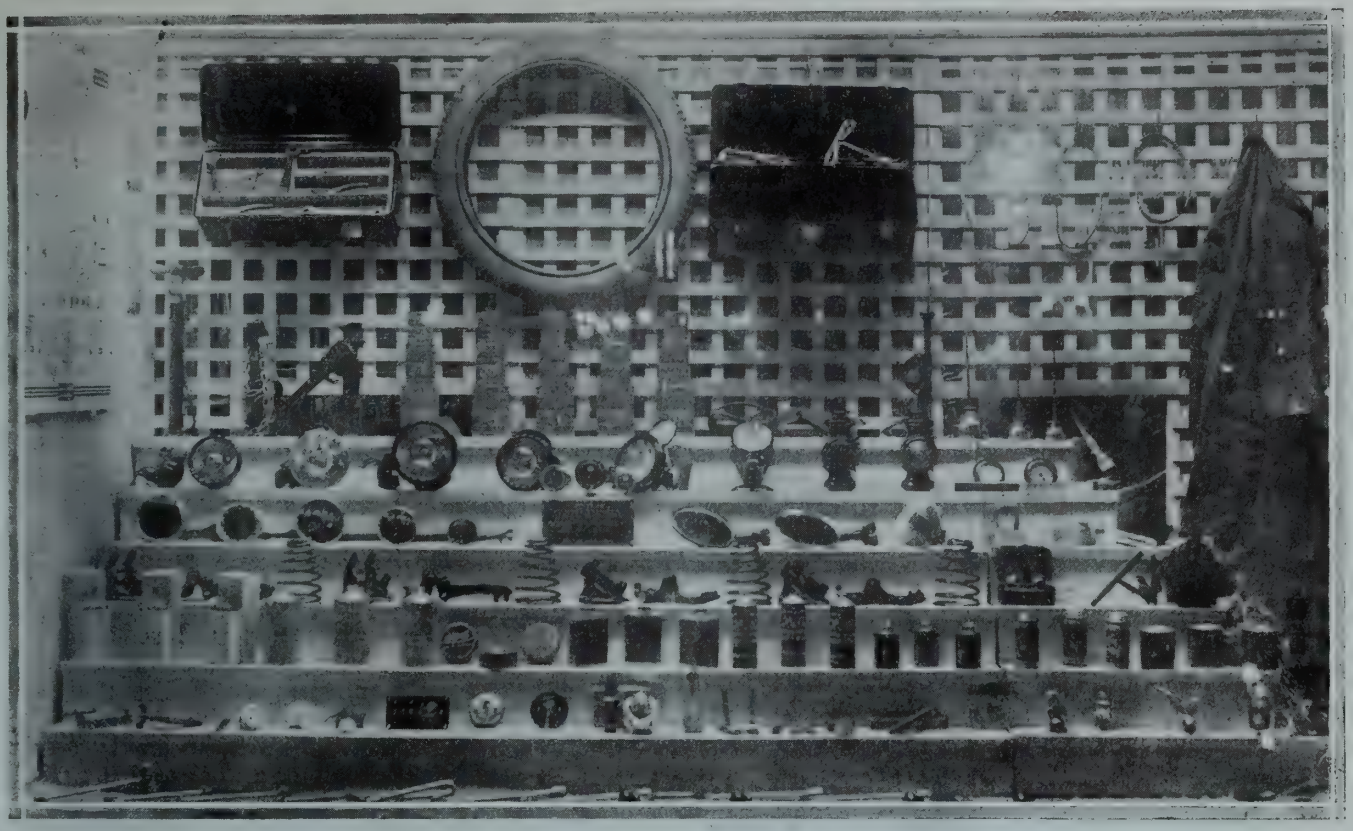
A Montreal hardware merchant, who has had an increasing turnover in automobile accessories during the past six years in which he has handled this line, has a number of suggestions to make. Asked as to the cost of putting in a stock, in view of the fact that many merchants balk at taking on accessories, thinking the cost is too high, this merchant replied, "For two thousand or twenty-five hundred dollars." He makes the suggestion that if confidence can be placed in the salesman representing the supply house from which stock is to be bought, that it is better for the inexperienced hardware merchant to allow the salesman to decide upon the nature and quantity of stock to be carried.

Surprised at Results

Another hardware dealer enthusiastic over the sale of auto accessories is George Mathewson, Toronto. He frankly admits that he is surprised at the results obtained. Prior to opening a department for accessories Mr. Mathewson made extensive enquiries as to the success of this line in other hardware stores. The result of his enquiry was such as to convince him that this line could be successfully handled in his trade, so a start was made with a small stock. They were soon surprised to find accessories selling in the same proportion as any staple line in the store.

This firm makes use of a special display board consisting of a panel held erect by two cross pieces attached to the legs. It is made of soft wood and samples are readily changed from time to time.

"I always try to keep a stock of the goods that an ordinary person who has not studied engineering, can adjust or attach themselves," said Mr. Mathewson. "When a new article is asked for more



A somewhat unusual arrangement of accessories is seen herewith. By the use of a number of small shelves, gradually receding from the window, an extensive range of accessories is shown without any appearance of overcrowding and where attention is not focused on any one part of the display. The arrangement is very simple, and, according to the hardware merchant who dressed it, the window proved very effective.

than once within a reasonable time I try it out in small quantities at first. I would just like to devote my whole time to selling accessories. I think it one of the most satisfactory lines a hardware man can handle. For one thing, it is an easy seller. A car owner comes in for a small article and it is the simplest matter to sell him other things, such as mirrors, tire gauges, wrenches, polishes, in fact he is a prospect for anything that will improve his car. It is also a good cash business, as very few car owners ever ask for credit.

Trade Has Grown Steadily

The auto accessory trade in Platt Bros.' store, Toronto, has grown steadily. A large wall case close to the entrance of the store on the right is constantly devoted to auto accessories. "It is a nice business," said Mr. Platt, "and one which has grown steadily. We started in a small way and have reached the point where we have to carry a complete stock to meet the demands of car owners, of whom there are a large number in this vicinity."

These are just a few of the many hardware merchants who have found auto accessories to be a desirable line to sell. At no time in the history of the automobile business have there been better chances for selling accessories than right now. Working on the principle that the way to keep merchandise turning over is to let people know you have the goods, the hardware dealers are arranging attractive window displays of accessories, they are advertising in the newspapers and many of them are sending out lists to car owners. Aggressive merchandising of this kind brings results and the hardware dealers are reaping the reward. They are holding the business that their advertising copy, their window displays and their other methods bring in because they are rendering service in their stores. They not only have the stock, but they have a stock they can stand behind and guarantee to the limit.

Fast Growing Department

"It is one of the fastest growing and most promising departments in the whole store," said G. A. Elliott, of Elliott's Hardware, Brantford, Ont., to Hardware and Metal. This firm has been selling accessories for about three years and reports a steady growth in the business. "Auto accessories are a legitimate part of the hardware business," said Mr. Elliott. "To go into this line, though, I think a man should study very carefully automobiles and the supplies required. There is, perhaps, no department in the store which needs such careful attention in buying and sorting and keeping the stock in shape. I have a separate price book for all my accessories. That is the only way I can figure out how to keep track of them."

This store has two main display windows and one of them is devoted entirely to accessories during the big season

HARDWARE STORE RIGHT PLACE FOR AUTO ACCESSORIES

Stating that in his opinion no hardware stock is complete without a good line of automobile supplies and tools, A. H. F. Stelck, vice-president and manager The Sutherland-Stelck Hardware and Implement Co., Ltd., Dauphin, Man., adds: "Eventually garages will leave the selling of auto supplies where it rightly belongs, to the hardware dealers, and devote their time to repairing cars."

Dealing with the development of the automobile supplies department in their business Mr. Stelck states: "Our auto supply department was opened in 1911 and we were the first to instal B—— Gasoline Service and Free Air Station in town. In 1913 general business went rather flat, but this department made good right from the start, and has been a real live one ever since, due to personal effort and displaying parts well in the main store during the auto season. In fact the season is now open for auto supplies the year round."

Getting The Spring Paint Business

Getting Paint Business by Mail—Keeping Mailing Lists Up-to-Date—Economy is in Spending Money Judiciously

Written exclusively for Hardware and Metal by F. A. FARRAR

ABOUT this time of the year the salesmen in the paint departments of our best hardware store are figuring out ways and means of getting spring business, and as trade will be less easy to secure than heretofore, it is none too early to formulate your plans.

One good way of getting new business is to keep your eyes open for places where business can be had. You do not look for sturgeon in a trout stream, nor do you hunt bear with a .22 rifle. You must look for business where you have the best chance of finding it.

Why not look around in your own particular neighborhood and see what homes or other buildings *need* painting. Then write a good, courteous letter with an effective follow-up to the owner, and try to get him to start his spring painting early.



Business by Mail

This idea of getting business by mail is a very important and profitable one, and a word about lists and prospects may be in order. From the standpoint of economy in direct-advertising, mailing lists take first rank. This is very evident when we consider that statistics show that there are about 3,000 changes in business in Canada each business day. Firms suspend business, change hands, consolidate, move, individuals die, men and women marry, young people enter business, move away, etc.

A good list is the very foundation of success in this line, and the means of getting the best returns from direct-advertising. Using an old, uncorrected list or a list not compiled to order, to meet your requirements, is penny wise and dollar wasteful. Economy isn't always in saving money, it's in spending money judiciously to get the best possible ultimate returns.

You will find that the use of a good list will pay you very well in the following ways:—

It gets your propostion before all logical prospects, or a very large percentage of them.

It saves postage and stationery, wasting and circularizing "dead" names.

A Few Kinds of Lists

Now, here are a few kinds of lists. First, there is the old one which you have on hand; then there is the stock list, or a list of unknown quality taking them from a telephone book or the city directory, without regard to rating, possible buying power, etc. Then there is the list compiled from the latest sources or from individual effort to meet the special requirements to which you wish to put it. There is no use, for instance, in circularizing city trade on barn paint.

Experience has proven that it is not economy to use an uncorrected list that is more than six months old except in exceptional cases. It is well to make a list of all purchasers, for if you have supplied good goods and good service on an initial purchase it is easy to make them a permanent customer, and always remember that it is better to promote a good, live list of fifty than to take a long chance on 500.

Co-operating With Local Advertisers

There has been a great development in the last few years in co-operative advertising, that is, in the selling helps supplied by the manufacturer, which is a good idea. In many instances the "SAVE THE SURFACE" campaign has co-operated with local associations, furnishing a series of advertisements. As a result of this work, new jobs and new appreciation of advertising have come to members of each group. For instance, twelve painters got together in a certain Eastern town on a little campaign, and the names of each were signed to each piece of copy which ran in the Sunday editions only. Everyone of the painters received good results from the merchandising of his offering, and some of the painters followed up with individual advertisements of his own particular business.

This is a very cheap form of advertising because it enables individuals to have a large advertisement which will attract a good deal of favorable comment at far less than it will cost each painter to run even a small advertisement.

This advertising on the part of the painters can be hooked up with a good live dealer, and you can readily see from this plan what a good quantity of business will be directed to your store.

The Right Perspective on Trend of Paint Prices

Extreme Fluctuations in Linseed Oil, Turpentine, etc., are Very Disturbing—Ready-mixed Paints Increased in Cost 120 Per Cent. From 1914 to 1920—Linseed Oil and Turpentine Were Increased 630 and 530 Per Cent. Respectively

Written for Hardware and Metal by John Irwin, vice-president and general manager, McArthur-Irwin, Ltd., Montreal

THE year 1920 was unique in many respects. In its first months the demand for commodities was at its height; the supply of money was abundant. Freely circulating money and normal bank credits provided together an enormous buying power. Then came the press demand that the public abstain from buying and the exhaustion of credit facilities. The effect was inevitable; prices fell. In the United States, where the currency advanced so much beyond normal value, to sell on the basis of dollar value became an impossibility. To ease the situation America cut commodity prices to such an extent as to make her productions unprofitable. Losses had to be made good, and securities which were intrinsically sound were sacrificed. The reflection of this has been felt in Canada, and importers and manufacturers have had to face a serious decline in order to avoid checking the public buying. Co-operation from the merchant and retailer must be whole-hearted and persistent, and all that intelligence and foresight can conceive must be used to recreate, as quickly as possible, the normal condition of money circulation.

Underlying Conditions Not Unhealthy

Underlying conditions are much more healthy than they seem to be. The length of time when business will remain stagnant depends upon the energy that is put into the business of to-day. Those who have the courage to go ahead will find themselves in a position to do so. Confidence is the backbone of prosperity. Confidence, however, is not a mushroom-like growth, springing into being overnight, but is begotten of a careful study of the markets and of comparative values. The dealer who believes that price reductions in all lines must be equally severe and immediate cannot inspire the purchasing public with the idea that to-day is "buying time." Advertisements of enormous re-

(Continued on page 196)

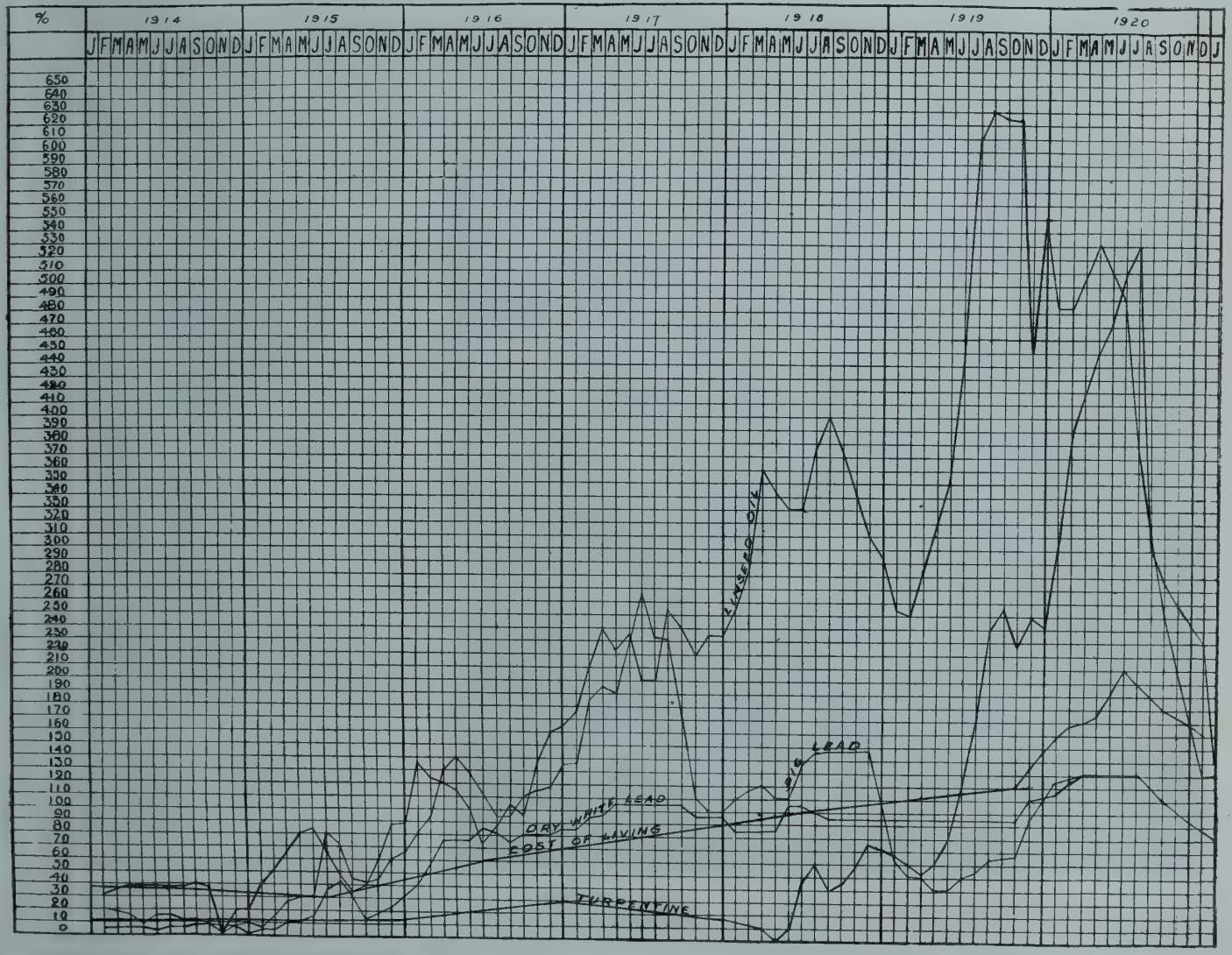


Table showing the course of prices on white lead, linseed oil and turpentine as compared with the cost of living in years 1914-1920.

The Brush Department

Lightening the Burden of Housecleaning

Housecleaning Burden in the Spring Can be Lightened by the Use of Various Brushes

HOW many women dread spring painting and housecleaning? For weeks before it is time to take up carpets or rugs and prepare for the necessary "paint up" and "clean up" process they dread the bugbear that must be faced with determination. The temper which usually accompanies it is actually detrimental and does anything but lighten the task which spring housecleaning brings.

This is where the hardware dealer gets an opportunity to not only get in right with his lady customers, but also add to his legitimate profits, if he will only take advantage of the situation as it exists.

The suggestion to use housecleaning helps to lighten work is sure to appeal to the housewife. They not only lighten the work, but do it more quickly, which means that the old-time, uncomfortable, upset condition is a thing of the past. This is only one of the arguments to be used to push the sale of brushes. You have other innumerable good ones and the busy season is in sight. Make your preparations for a big brush season, and do it now.

A real "paint up and clean up" campaign, backed up with good displays and good salesmanship, will create much new business. The merchant who makes the best uses of displays, both in the store and the window, will get results. Show your goods is an old-time slogan, but stands repetition, and it should be followed at every opportunity. More people are induced to buy goods because of attractive and forcible displays than many dealers realize.



An effective display of brushes can very often be arranged showing the various types provided for painting and for housework. Spring housecleaning season is here, as well as the spring painting season. A suggestion is all that is needed in most cases to bring in business in brushes. Displays such as the above can be used to advantage at this time.

THE RIGHT PERSPECTIVE ON TREND OF PAINT PRICES

Continued from page 195

ductions in some classes of merchandise lead the unthinking and uninformed to expect similar reductions in all. Because furs may now be reduced 50 per cent. is no criterion of the present values of paint products. The cost of thirty staple commodities comprising the ordinary expenditure of a householder increased 210 per cent. above the 1914 prices, but 50 per cent. from the 1920 value of furs still left their cost 303 per cent. higher than in 1914. Similarly in the paint trade, linseed oil and turpentine were selling in 1920 at 630 per cent. and 530 per cent., respectively, above their prices in 1914, and to-day are retailing at 140 per cent. above pre-war prices.

Ready Mixed Paints Increased 120%

The effect of these extreme fluctuations is most disturbing, because without the aid of comparative figures it is easy to be led astray in deducing what is the present value of other products. Both ready mixed paints and white lead in oil increased in cost approximately 120 per cent. during the years 1914-1920. Supposing the decline in linseed oil was used as a basis for the computations of present prices, then white lead in oil should be selling to-day for $6 per 100 pounds and mixed paints of first quality for $1.70 per gallon.

This example gives a clear idea of how easily false impressions may be got of present values. The appended chart clearly demonstrates the present values of linseed oil, turpentine and white lead compared with the cost of living, and by inserting lines representing other commodities it may be used by the merchant in his business with considerable profit and enlightenment.

Declines Spread Over Lengthy Period

It is essential, above all else, to remember that the record of the past clearly demonstrates that while in times of war or upheaval price peaks may be reached in two, three or four years, the decline to normal conditions must be spread over so lengthy a period as will safeguard the community. Were the decline in values to be as sudden as the advance is, the whole business fabric would fall into chaos. The wage of the proletarian in the ascending scale follows the price of merchandise, but as labor accounts for 90 per cent. of the cost of all goods, it is evident that reductions in wages precede the lowering of commodity prices. This economic law alone means that at least a generation must elapse before the dollar will have the purchasing power it had in 1913-14.

Prospects For Spring Paint Trade

Decided Increase in Paint Business Recently—Many Orders Were Held Up Pending Lower Prices—Manufacturers Equip Extra Machinery to Take Care of Expected Demand—"Spring is Bringing Settled Business Conditions"

FOR the information of the trade as to the probable trend of paint and varnish business during the spring months, Hardware and Metal has secured interviews with a number of manufacturers. These are reprinted herewith and represent many points of interest to hardware merchants:

Walter B. Ramsay, president, A. Ramsay Son & Co., Montreal

Our experience in connection with the developments of our business during the month of January and up to the 15th of February was inclined to be on the quiet side, owing to the fact that a great many hardware concerns take stock during this period, and with the tendency of lower prices in sight postponed purchasing their requirements awaiting price reductions and an improvement in trade conditions generally.

Decided Increase

However, we are pleased to report that shortly after the 15th of February a decided increase in business was noted, to such an extent that all departments are working practically back to normal conditions. I feel very optimistic as to the results of the balance of the spring trade, whic his turning out as we expected—that the trade would leave off purchasing until they were more or less satisfied that the prices now prevailing will remain stationary for some time to come.

Expect Much Business

Now that we have got down to such figures that costs must be forgotten, and bear our share of reconstruction losses, and with the immense amount of building that is in sight within the near future in Canada, which will not only require paint, varnish, etc., but an endless amount of articles in the builders' hardware line, we believe that lots of business will be forthcoming. We also feel that before long our factory will be taxed to its utmost to provide the trade with all the supplies necessary, and have therefore equipped ourselves with extra machinery to take care of what we con-

Continued on page 199



Along with other spring lines such as bicycles, sporting goods, etc., paints, varnishes and specialties may be grouped to good advantage. The paint stock shown herewith is neatly arranged, handy, and is well located toward the front of the store where good light is available. Also note that a few cans are placed on the top of the showcase over which the merchandise is sold. Here these cans are handy for a casual reference by the salesman, and such reference might be all that is required to set the customer thinking along the lines of painting.

The Sale of Insecticides In Canada

Spraying Has Recently Become More General for Protecting Fruits and Vegetables and Sale of Spraying Materials is Increasing—Some Useful Details as to Cost of Spraying Which Merchant Can Use to Advantage

Written for Hardware and Metal by ROYAL CLUXTON, Manager The Canada Paint Co., Montreal.

UP to three or four years ago Paris green was the only insecticide sold in any quantity in Canada, but today large quantities of dry arsenate of lead, arsenate of lime and other combination sprays are in general and increasing use.

Paris green is sold today in just as large quantities as ever, but spraying has become more general for the protection of all kinds of fruits as well as vegetables against loss due to leaf-cutting insects, fungus diseases, etc. The Dominion Government estimates the annual loss in fruits and vegetables that could be prevented by proper spraying at $100,000,000.

It is no wonder that the sale of spraying materials is increasing, as their use and cost is small compared with the increased yield and better crops.

Here are a few interesting facts:

Sixteen cents sprays a barrel of apples four times.

Spraying increases the quantity of apples 80 per cent.

Spraying increases the value per barrel of apples, tree run, by 70 per cent.

Spraying causes the foliage to remain healthy and the leaves to be retained late in the fall. The blossom and fruit of the following year largely depend on the tree retaining its foliage well into November.

Paris Green

Paris green is used almost exclusively for spraying potatoes, although it has also been found very effective in the West against the grasshopper plague.

Paris green is a very strong poison composed of arsenic, copper and acetic acid, and with 50 per cent. of arsenic it is sure and sudden death to the bugs. It is too strong for any other foliage than the potato vine. One pound of Paris green to 50 gallons of water is the usual spray for potato plants at intervals during the growth of the vine. Small quantity, 1 to 2 teaspoons to 1 gallon water.

Dry Arsenate of Lead

Dry arsenate of lead is now used extensively when mixed with water as a liquid spray and also for dry dusting or powdered spray.

Dry arsenate of lead is composed of about 32 per cent. of arsenic oxide combined with lead. It will kill all leaf-eating insects and prevent the apple worm; it will not injure the tender foliage of the apple, pear, plum tree or vines such as the currant, grape, raspberry. It must be kept in mind that the leaves are the lungs of the tree or vine and if partly destroyed the yield is greatly reduced in quantity and quality.

SPRAY CALENDAR.
Dry Arsenate of Lead.

Fruit	Pest	What to Use.	Dilution Per 100 gals. water	1st Spraying.	2nd Spraying
Apple	Codling moth.	Arsenate of Lead.	2 to 3 lbs.	Immediately after blossoms fall.	10 days later.
Apple	Curculio.	Arsenate of Lead.	2 to 3 lbs.	As soon as blossoms fall.	10 days later.
Peach	San Jose Scale.	See recommendations for apple.			
Pear	Slug.	Arsenate of Lead.	2 to 3 lbs.	When insects appear.	Repeat after 10 days or 2 weeks.
Plum	Curculio	Arsenate of Lead.	2 to 4 lbs.	With starting of buds.	Just after bloom falls from calyx.
Grape	Berry Moth.	Lime Sulphur and Arsenate of Lead.	1 to 50; 2 to 3 lbs.	Just before bloom.	At intervals of ten days.
Grape	Flea Beetle.	Arsenate of Lead.	2 to 3 lbs.	Immediately upon appearance of beetles.	Whenever necessary.
Strawberry .	Leaf Roller.	Arsenate of Lead.	2 to 3 lbs.	In August.	After fruit has been gathered burn fields over.
Currant ...	Aphis.	Arsenate of Lead.	2 to 3 lbs.	Early in Spring before buds are exposed.	
Currant	Imported Currant worm.	Arsenate of Lead.	2 to 3 lbs.	As soon as insects appear.	A week later.
Gooseberry ..	Fruit Worm.	Arsenate of Lead.	2 to 3 lbs.	As soon as insects appear.	If necessary ten days later.
Raspberry .	Byturus.	Arsenate of Lead.	2 to 3 lbs.	1st of May.	2 weeks later.
Cabbage	Cabbage Worm.	Arsenate of Lead.	2 to 3 lbs.	When worms appear.	Do not spray after plants begin to head.
Tomato	Tomato Worm.	Arsenate of Lead.	2 to 3 lbs.	When they appear.	

Small Quantity Spray.

Dry Arsenate of Lead—Seed Fruits and Truck Crops: 3 to 4 tablespoons to 1 gallon water.
Stone Fruits: 2 to 3 tablespoons to 1 gallon water.

Dry Lime Sulphur

This product is extensively used for controlling sucking insects and fungus diseases that attack the trunk and limbs of the tree such as San Jose scale, oyster shell bark louse, scale insects, and fungus diseases such as peach leaf curl, apple and pear canker, apple scab, brown rot of peach or plum, blister mite, etc.

DRY LIME SULPHUR.
Spraying Calendar.

Fruit	Pest	What to Use.	Dilution	1st Spraying.	2nd Spraying
Apple	San Jose Scale.	Lime Sulphur.	1 to 11; 1 to 8 in bad cases of infection.	10 days after leaves have dropped in Fall.	Early in Spring before leaves appear.
Apple	Bitter Rot.	Lime Sulphur.	1 to 11.	Spray in dormant season.	When rot appears on fruit (1 to 35).
Apple	Oyster Shell. Bark Louse.	Lime Sulphur.	1 to 11; 1 to 8 in bad cases of infection.	When trees are dormant in early Spring.	
Apple	Scab.	Lime Sulphur.	1 to 11.	Just before buds open.	When blossoms have dropped (1 to 35).
Peach	Leaf Curl.	Lime Sulphur.	1 to 11; 1 to 8 in bad cases of infection.	Late in March when trees are dormant.	After buds open (1 to 100).
Peach	Peach Mildew.	Lime Sulphur.	1 to 100.	When disease first appears.	At intervals of 10 days to 2 weeks.
Peach	Brown Rot.	Lime Sulphur.	1 to 11.	Just before buds open and trees are dormant.	Just after blossoms drop from Calyx (1 to 100)
Pear	Rust.	Lime Sulphur.	1 to 11.	Before buds open	After blossoms fall (1 to 40).
Grape	Berry Moth.	Lime Sulphur.	1 to 50.	Just before bloom.	At intervals of 10 days.
Grape	Black Rot.	Lime Sulphur.	1 to 11.	Before buds open.	After fruit has set (1 to 50).

1 to 11 means 1 pound Sulphur to 11 gal. water.

Small Quantity Spray.

Dormant Spray—8 to 10 level tablespoons to 1 gallon water.
Summer Spray—1 to 2 tablespoons Dry Lime Sulphur. (Seed Fruits).
Summer Spray—Stone Fruits: ¾ to 1 tablespoon Dry Lime Sulphur.

Arsenate of Lead and Lime Sulphur

This is a combination spray now in general use in apple orchards.

Spray Calendar for Apple Orchards
Lime Sulphur and Kalcikill (Dry)
(Kalcikill is an arsenate of lime)

FIRST SPRAY

Time—When leaves about blossom, clusters are showing green. For canker worm, defer this spray for a few days.

Material—Lime sulphur, 3 gallons, commercial strength, to 100 gallons of water, adding CP Kalcikill, 2 pound to 100 gallons.

SECOND SPRAY

Time—When blossom buds are showing pink at tips. For canker worm apply slightly earlier; for green apple bug, leave until just before the blossoms open.

Material—Lime sulphur, about 2 1-3 gallons to 100 gallons of water, adding CP Kalcikill, 2 pounds to 100 gallons.

Application—Drench thoroughly at 200 pounds pressure, using a drive nozzle.

Pests Destroyed — Apple scab, budmoth, browntail moth, canker worm, fruit worms, etc. If green aphis or green apple bug is present, add nicotine sulphate, ¾ pint to 100 gallons, making sure that every insect is covered with the spray. For very severe infestations of green apple bug, the tree must be banded with tree tanglefoot before spraying and kept clean cultivated until July 7.

THIRD SPRAY

Time—When blossoms fall.

Material—Lime sulphur, about 2 gallons to 100 gallons of water, adding CP Kalcikill, 1½ pounds to 100 gallons.

Application—Use 200 pounds pressure and a calyx nozzle.

Pests Destroyed—Apple scab, pit rot, codling moth, fruit worms, budmoth, etc. If green apple bug is present add nicotine sulphate, 1 pint to 100 gallons, using a drive nozzle as in previous sprays.

FOURTH SPRAY

Time—Ten days to two weeks after the third spray.

Material—First choice: Bordeaux 7-7-100, adding paste lead arsenate 5 pounds to 100 gallons, or CP Kalcikill, 2 pounds to 100 gallons.

Second choice: Lime sulphur, 1 2-3 gallons to 100 gallons of water, adding 1¼ pounds CP Kalcikill to 100 gallons of water.

Application—Use 200 pounds pressure and a calyx nozzle.

Pests Destroyed—Apple scab, pit rot, fruit worms, codling moth, tussock moth, fall webworm, red-humped caterpillar, yellow-necked caterpillar, fall feeding browntail moth caterpillars, etc.

FIFTH SPRAY

In very wet seasons a fifth spray may be necessary to control apple scab. This is applied ten days to two weeks after the fourth spray, and is the same in material and application. When tussock moth and browntail moth caterpillars are present in injurious numbers, the application of this spray is recommended.

PROSPECTS FOR SPRING PAINT TRADE

Continued from page 197

sider will be one of the best years in the history of our business.

J. H. Conover, General Manager, Martin-Senour Co., Limited

The outlook is comprised in a sentence, a sentence of optimism. Spring is eagerly looked for by all, the preparing season for another year's production. This spring 1921 has brought us settled business conditions. The long adjusting period is over. Results of this period have caused trade depression. Today the differential between now and pre-war time prices and conditions in all common commodities is very narrow. There are, no doubt, some staple lines being slipped too far, therefore, a slight reaction may be looked for. Our daily reports from coast to coast have been showing encouraging increases during the past twenty days. Activities of all citizenship are now responsible for the extent of this year's successes.

Royal Cluxton, Manager Canada Paint Co

"Paint and varnish sales are now equal to March of a year ago and last year's sales represented a most prosperous year in the paint and varnish industry. Everything points to a very heavy increase in consumption of paints and varnishes throughout Canada this year and our sales since January 1 amply warrant this statement.

"Prices are now back to a normal basis and the vast amount of painting which has been put off during the past few years will now have to be carried through by property-owners in order to protect their investment. The lower prices also will stimulate painting from the decorative standpoint."

F. Moore, General Manager Benjamin Moore & Co.

"Judging from the first three months of 1921, we have every confidence that the spring and summer months are going to be good. At the beginning of the present year orders were not as large as other years, and we congratulated the merchants for buying carefully. The outcome of this is that during the past few weeks we have received several repeat orders, one merchant stating that he is selling more paint at this time than he was a year ago.

"Canada is absolutely sound. Let us have courage and go forward. The best is yet to come."

Crow Shooting Should Be Encouraged

In Country Districts Hardware Merchants' Business Suffers if Crops Suffer—Guns and Ammunition Can Also be Moved in the Spring

THE more one looks into the life of the crow and studies his habits, the less good can be said of him. His record is black throughout, as black as the coat he wears. For this reason his destruction should be encouraged, and carried out whenever possible. The farmer has reason to condemn him when he states:

"We worked hard to plant a lot of sweet corn and then went out the other day to find two-thirds of those beautiful shoots of sweet corn laid low and perishing with the kernel of corn eaten off at the roots. The only thing good enough for a crow is a shotgun, because he destroys other birds, which are of value as insect destroyers. The crow often preys on fowl, and he is a dreaded carrier of disease."

Springtime offers the most opportune time for concerted action against this bird, as it is this season he selects his home for the coming warmer months, making sure he is near a farming community, where he can later prey on his victims. The sowing of crops and the raising of fowl will now soon be in progress, and this is where the "black devil" reaps his harvest.

Municipal Prize Awards

In the few latter years, manufacturers of ammunition are not offering prizes for the greatest number of crows destroyed, but municipal or community prizes might be awarded, and arouse more interest among customers than a nation-wide crow shoot. In the Western provinces some localities are now offering prizes for the destruction of pests and proving of great benefit to the community at large.

The hardware merchants should encourage crow shooting by every means possible. In the smaller towns the merchant is dependent on the farming trade, and if crops are poor his business will suffer through sales and collections. If the crow has uprooted a field of corn or has destroyed the birds who keep in check the ravages of insects, he can not anticipate as large a turnover at the end of the year as he would have had if a "bumper" crop had prevailed.

Also his ammunition stock is lying on his shelves since the winter sporting season has been cut off with the disappearance of the snow. Broken boxes of cartridges and paper shotgun shells are now in stock and will, in all probability, be there until the fall shooting commences. Whether it be a crow shoot, a sparrow shoot, or a party shooting match, any of these should be encouraged and "pushed" by the aggressive merchant. The crow shooting has been brought to attention because helping to eliminate this destructive bird works both ways. A sportsman once said, "Any old load will kill a crow." This is literally true, thus it is a wide range of cartridges left over from last season may be employed in crow shooting.

IMPORTS OF ROSIN AND TURPENTINE

Exports of rosin and turpentine from the United States to Canada during December, 1920, were as follows:

Rosin—3,171 bbls., valued at $39,464.

Turpentine—51,328 gals., valued at $48,038.

Novel Ideas to Help Sell Hardware

Jottings From the Notebooks of Other Hardware Merchants as to Novel Plans of Selling Certain Hardware Lines—Using the Telephone—Using Dull Days to Help Speed Up Service During Rush —The 5, 10 and 15-cent Table, Etc.

FULL days are utilized to good effect by one hardware merchant by having the clerks put up in packages of the most salable sizes the various lines usually sold from bulk, such as nails, kalsomine, whiting, yellow ochre, paint, lubricating oils, etc. Cartons bearing some good advertising for the hardware store are used for nails and bulk colors. Bottles are used for the oils in quantities varying from pints to quarter pints and quarter, half gallons and gallon cans used for large quantities. These packages are then neatly arranged on shelves within easy reach. Rope has also been put up in handy form for quick service in 24, 50, 75 and 100 ft. lengths. This merchant states that this practice has helped wonderfully in giving rapid service during the rush.

* * *

ENAMELWARE

To help sell enamelware, a hardware store arranges a table in a prominent location, over which is a sign drawing attention to a "Daily Special" and advising customers to watch the table daily for specials in enamelware, pointing out that some special article at an attractive price will be displayed each day and advocating the rule of buying something in enamelware each day. It has been found that such a table attracts much interest from regular and transient customers and sales were greatly helped by the plan.

* * *

THERMOMETERS

Thermometers are always a seasonable line. One hardware merchant wishing to speed up their sale utilized large show cards on which certain sales talk was lettered, this covering about two-thirds of the card. At the bottom was placed a row of thermometers, with prices in plain figures. One card grouped thermometers at 25, 50, 75 and $1. Another card had a more expensive group. These cards were on display at a dozen places in the store, so that no matter what section the customer was in they were bound to be faced by one or more of these cards. The sales talk was timely and suggested a definite and immediate use for the thermometer. Many sales resulted.

* * *

TOOLS

A somewhat unique method of displaying tools, as carried out by a hardware merchant in the West, is to hang the tools on a light curtain pole, about 1¼ inches in diameter, supported in the window frame by home made brackets. The pole is stained to match the color of the woodwork. Bright screw eyes are screwed into the pole at regular intervals and the tools are either suspended by wire on these hooks or hung in the eyes. The contrivance is a method of display which can also be applied to many other lines of hardware.

* * *

SMALL GOODS TABLE

One hardware merchant who recently bought out a hardware store found that he had no room for a 15c and 25c table, but realizing the value of such a table he made use of plant which might be helpful to others. He hung wire poultry netting, taking up a space of about 12 x 15 feet in the rear of the store. Using a card holder he has a great variety of hardware arranged on this netting, and the appearance is good. Tinware, woodenware, housewares, etc., are so displayed and the results have been good.

* * *

ODDS AND ENDS

Early in the year a general sale of odds and ends has been found helpful by another hardware merchant. While carrying on the inventory all the goods for the odds and ends sale are laid out, prices varying according to the urgency of the sale. Bulk displays and generous use of price tickets were found to be important, also large showy cards drawing attention to the sale. In advertising the sale mention is made of the number of the various articles on sale, to give the impression that the opportunity is limited. Experience has proved that usually the first crowd well served and satisfied is what makes the sale a success.

* * *

TELEPHONE SALES

One hardware merchant got good results by offering a small prize monthly to the members of the sales staff who made the greatest number of sales over the telephone. He found that when there was a little time to spare the clerks would be active with the telephone getting in touch with prospective customers. In some cases this consisted of drawing the attention of acquaintances and relatives to some new lines being introduced. It also helped to bring the maximum business from regular telephone calls for goods, and from those making enquiries.



* * *

"WHAT ELSE"

This is a common expression used by hardware clerks, who think they are living up to the qualities of a sterling salesman by making any such remark. If the customer knew of anything else he or she wanted they would say so. Why not, therefore, suggest something else which might fit in with the customer's requirements. A suggestion might be taken from the lines already purchased or from a knowledge of the customer's habits or hobbies. One merchant increased his business by deciding on one certain line to be brought to the attention of every customer each day.

* * *

ELECTRIC IRONS

Another merchant, who makes a specialty of home utilities, such as electric irons, finds a good plan is to send one of the store salesman on a house-to-house canvass of the section immediately surrounding the store, among which people the store is known. Demonstrations are made of the iron and easy terms are offered. A baby iron is shown as a premium to be given when the final payment is made. This baby iron often interests the little girls in the family, and this will help to push the deal. A personal call is paid monthly to collect the instalments and a sample of some other utility is shown on each visit.

* * *

WASHING MACHINES

Tips on selling washing machines, from the experience of a number of hardware merchants, all emphasize the importance of a thorough knowledge of the machine handled, and as much knowledge as possible of the machines with which it is in competition. The good features can then be brought out prominently. A suggestion is to keep a record of the address of all sales of washing machines and when a prospect comes in, to draw his or her attention to the other party in their immediate neighborhood, who is using the machine. This often results in a visit to the neighbor in question, who through pride in the possession will mention its good points. Such information coming from other than the dealer will help to make the sale.

Want Parcel Postal Rates Increased

Canadian Wholesale Grocers' Association Endorsed by Retail Merchants' Associations and Boards of Trade, Will Petition Government in Effort to Have Parcel Postage Increased—Charge Rates on Parcel Postage on Basis of Third-class Mail Matter

ENDORSATION of Retail Merchants' Associations and Boards of Trade throughout the Dominion is being sought by the Canadian Wholesale Grocers' Association on behalf of a petition to be forwarded to the Right Honorable Arthur Meighen, Premier of Canada, and the members of the Dominion Cabinet. This petition is the outcome of some concerted action decided upon by the Wholesale Grocers' Association in an endeavor to remedy what the association claims is unfair discrimination in favor of mail order houses. For some time past this organization has discussed the question of parcel postage rates, pointing out that the same are unreasonably low and have not increased correspondingly with the advances that have taken place in freight and express charges. This discrimination, it is pointed out, has operated to the disadvantage of small towns and villages and very much to the profit of mail order houses in large cities.

The petition that is now being signed in its entirety is as follows:

Your petitioners humbly desire to show that your Government is distributing general merchandise at a tremendous loss to the revenue of the country, injuring the regular distributing trade and the village and rural interests of the country. That your Government in the distribution of third-class mail matter has given an option to the sender to forward by parcel post, which permits the large catalogues from the mail order houses to be distributed at parcel postage rates.

A Loss to the Country

That your Government has been distributing second-class mail matter at a considerable loss to the country, the Minister of Labor in September, 1919, having stated that in delivering newspapers alone there was a loss to the revenue of approximately $6,000,000 annually. That during the session of 1920 the Parliament of Canada increased the postal rates on newspapers, but no increase was made in rates on catalogues or parcel postage.

That your Government is charging excessive rates on first-class mail matter, which shows a large profit, which is being absorbed by the loss in the other classes.

That this condition results in a practical alliance between your Government and the mail order houses for the distribution of catalogues and general merchandise at less than cost, in competition with the regular distributing business of Canada.

Four Increases in Freight Charges

That at the time the Government of Canada entered into the contract with the railway companies for the transportation of mail matter, the dominating influence of the Government secured a more favorable contract from the railways than the rates charged to the general public, which we contend is wrong, as the Government (representing the people collectively) should pay on the same basis as the people individually. Otherwise, there is a discrimination against certain class interests.

Your petitioners humbly show that there have been four increases in freight rates since the contract was entered into, viz.: December, 1916, 5 per cent.; March, 1918, 15 per cent.; August, 1918, 25 per cent., and September, 1920, 40 per cent., making an accumulated increased charge of 111.3125, which applied to the full extent on all classification goods except the item of fresh milk, which is not dealt in by mail order houses in the way it is handled by the farmers and distributing trade. Since January 1, 1921, however, the 40 per cent. advance of September, 1920, has been reduced to 35 per cent., making the present increased charge 103¼ per cent.

Express Charges Also Advance

That the rates by express have also been substantially advanced from time to time. On September 1, 1919, the Board of Railway Commissioners made an order giving large increases in rates, which, however, in view of the change to the "Block System" to correspond with that adopted by the United States Interstate Commerce Commission, it is difficult to ascertain the exact increase, but it was considered to be not less than 37 per cent. on first-class rates. On 9th February, 1921, the rates were further advanced by 35 per cent. on first-class rates, 25 per cent. on second-class rates and 20 per cent. on commodity rates. Goods distributed by parcel post would be first-class by express and these two advances would make 84.95 per cent. As a transportation problem parcel postage distribution is in direct competition with the express companies and should be subject to the same treatment from that point of view.

That the Board of Railway Commissioners of Canada investigated the terms of the contract between the Government and the railway companies on October 3, 1911; November 17, 1911, and March 18, 1919, and it was shown that while the railways charged 16 cents per full car mile (the basis of calculation) they should have increased it to 34.7 cents for a full car mile, an advance of 116⅞ per cent. Since that investigation there has been an advance of 40 per cent., less 5 per cent., equalling 35 per cent.—which would increase the 34.7 cents to 46.845 cents as against 16 cents, an advance of 192¾ per cent.—a condition that the Government surely must admit as unjust to the railway companies, and creating an unwarrantable discrimination against the regular distributing interests of the country.

That on the 16th February, 1921, the Government, by order-in-council P.C. 379 has given effect to the Board of Railway Commissioners' judgment of August 29, 1919, and established 34.7 cents as a full car mile rate, an advance of 116⅞ per cent., which, however, does not take care of the last advance in freight rates allowed the railway companies of 35 per cent.

Mail Costs Are Higher

That there has been a large general advance in the cost of distribution to the Government. Wages have increased and further increases are apparently in order, and the equipment in every branch for the distribution and delivery of mail matter has also advanced.

That the system of mail order houses being able to, under such circumstances, there having been no increase whatever in parcel postage, deliver their goods at less than cost through the Government service, and at a loss to the Government and transportation companies, is seriously injuring village and country life. Millions of dollars have been taken away from the small villages and surrounding country and centred in the large cities, to the detriment of the general welfare of the country.

That the question has been seriously considered by the local legislatures, but no system has been found practical for assessing the mail order houses in the village or rural municipalities where these houses send their goods without paying any taxes towards the upkeep of such municipalities. These privileged advantages accorded the mail order houses preclude the country retailer from profitably keeping a well-assorted stock of the best quality of goods, and prevent him from being able to give an efficient service to his customers.

Continued on page 207

Sanitary Appeal Sells Water Systems

Rural Dwellers Pay Attention to Statistics Showing Better Sanitary Conditions With Water System—Long Hours of Drudgery and Unhealthy Conditions Can Be Eliminated—Water Systems Pay Big Dividends—Farmer Buys Facilities of Less Importance

THE WASTE of woman power is one of the greatest menaces to the rural life of the nation, according to those who have made a study of such matters. A well directed investment in modern equipment for farm homes would prevent a large part of this wastage of the energy of the nation's rural homemakers and it is a very doubtful business policy for farmers to use increased income to buy more land instead of using part of it in raising standards of living so that women and young people will not want to go to the cities in search of more attractive living conditions.

The working day of the average farm woman is 11.3 hours and 87 out of each 100 women on farms have no regular vacation during the year. According to an estimate in 60 per cent. of the homes there is no water in the kitchen and the women must go to the spring or pump and carry all water needed for cooking, bathing and washing. Ninety-six per cent. of the farm women do the family washing, and only half have washing machines. Seventy-nine per cent. of the women depend upon kerosene lamps. Ninety-two per cent. do some or all of the family sewing. Ninety-four per cent. make some or all of the bread. Garden work is done by 56 per cent. and 60 per cent. have churning to do. More than 80 per cent. of the poultry flocks are cared for by women. One-fourth of the farm women help to feed and bed the livestock and 24 per cent. of them spend over six weeks in the year assisting with some part of the field work. All this is in addition to cooking the family meals, caring for the children and keeping a fair-sized house in order.

The installation of running water, a bathroom, a modern heating system, a lighting system, power to run the washing machine, churn and other labor-saving implements would release these women from most of the drudgery which now sends them to bed with a prayer "that their strength may be equal to to-morrow's duties." In other words, the farm home should be as well equipped as the up-to-date barn, which the practical farmer has now come to believe a necessity.

Appeal on Behalf of Women Folk

The use of modern facilities in the barn is equally as much advantage as in the home, but oftentimes a farmer can be appealed to stronger if the question of lessening the strain on the womenfolk and the improving of conditions so the children will not wish to leave the farm are brought into it. There are many farmers of the old school who feel well enough inclined to continue their daily toil as they have always done, without the aid of modern facilities, who would be moved by an appeal based on actual figures as to how the housework could be lightened and lighting and water systems made to pay dividends.

The sanitary appeal is also an important one in connection with the installation of water systems. A farmer recently stated to Hardware and Metal that if farmers realized the danger of contamination from closets located near the well water, they would be quick to take action towards more sanitary installations.

One Home in Five Has a Bath-tub

An investigation recently conducted by the U. S. Department of Agriculture, after a nation-wide canvass of farmers' homes, showed that while only one home out of every five had a bathtub, nine out of every ten homes had sewing machines. This condition indicates that the true importance of sanitary equipment is not appreciated as it should be. Under the conditions described, the labor-saving and money-saving factor was appreciated and a sewing machine purchased, but the health-saving quality and the improvement of farm conditions were overlooked in neglecting to instal a water system.

It was found that in the barn and for outside work on the farms there were all sorts of equipment and conveniences in use. It was in the homes of the farmers' families that the lack of sanitary equipment was found. The following figures compiled by the Department of Child Welfare at Washington show the need for sanitary facilities in the home.

It was found that:

Where water must be carried into the house from outdoors, the death rate of babies is 198 out of every 1,000.

Where water is piped into the house from city services, the death rate decreased to 117 out of 1,000.

Where there are bath tubs connected with running water and sewerage, the death rate decreased to 72 out of every 1,000.

In homes where there are water closets, the death rate is 108 out of every 1,000.

While the statistics given here refer to conditions in the United States, they are equally, if not more, relevant to Canada. Plumbers will not wonder why nine out of every ten homes have sewing machines when they consider how active agents for sewing machine companies have been in canvassing the farmers' homes and how lax has been the effort to educate the farmers along sanitary lines.

Merchants, in placing these facts before farmers, as sewing machine agents have done, will bring them to the right point of installing sanitary equipment in the home, that is necessary to health, comfort and prosperity.

Buys Articles of Less Importance

The claim is made by some students of economics that farming must be more profitable before farmers can afford such conveniences. It has been proved, however, that the farmer has spent money on facilities which have less value to him than water systems and it is one of the strongest arguments in favor of water systems that their installation can be made to pay dividends in the shape of better living conditions, improvement in the health of every human being and animal on the farm, and the resultant increase in efficiency and production as a result. Many plans to assist the plumber in selling water supply systems have been outlined in Hardware and Metal from time to time, but these suggestions may be linked up effectively with other efforts.

Farmers during the early spring months have more leisure than in the summer and it is therefore a good time to go strong after the business. A canvass of every farmer in the district by mail and by personal call should be productive of many good prospects. Some definite plan outlining the advantages of water systems, and if possible a model showing such a system in use as compared with conditions before its installation, will help to sell the prospect on the idea.

Window of Poultry Supplies

St. Thomas, Ont.—A window display not only full of "pep" but also said to be a real business producer was put in by Ingram and Davey of St. Thomas this week to boost sales in incubators and poultry supplies. In addition to incubators in action the firm had a number of eggs and little chicks on display. The fluffy nestlings made their way about this window, and as busy as only young chicks can be, attracted general attention and it was widely talked about. Backed by the firm's usual aggressive advertising, it brought in business from a wide territory.

The Clerks' Department

Don't Just Take Orders— A Chance for Salesmanship

Written by a Clerk

NOW that we have passed through a period of hustle bustle, the time has come to forget that hustle bustle and settle down to real business methods. Don't just take an order, but add to your order items which mean selling power. Be a real salesman. Let us come back to a point where real salesmanship counts for much. This will mean eliminating inexperienced help and putting in their places a class that will sell goods, in other words, trained men and women who can deliver the goods. In the past years we find too many who just drew their pay, whose minds were so filled with ideas hurtful to business and body that a special strain has been put on the so-called proprietors. To remove this strain, trained men and women who know their business and who are interested in their work will hold these positions and will fill the gap. Efficiency is lacking.

Indifference of Clerks

A customer will enter a business place and in many cases we find the clerks and sometimes the proprietors indifferent. You wonder why it is too much trouble to show and sell goods, Too many just satisfied to take an order. No time to use the selling powers in order to attain a better standard of salesmanship. Too many goods in the cellar, or under the counter, that should be moved and sold, due to poor stocktaking or keeping stock. In most cases they are keeping the stock all right.

Many merchants are not interested during the working hours in business as to the increase in sales but sit and either rejoice or despair over the day's sales. In most cases the clerks are blamed. In many instances they deserve the blame, but remember co-operation, pleasant personalities in performing your duty on the part of both proprietor and clerks have much to do with your success. When this is the mood and standard of your business methods don't you think your customers will notice this spirit exercised in your business?

More Co-operation Is Needed

How can you expect a concern to be courteous and pleasant towards its customers when between employer and employees there is discord and discontent. In order to get the best out of your employees, take them into your confidence. Don't do as the custom has been, work your proprietor, but work for your proprietor. Put the best that is in you into your work. At times you may think it is not appreciated, but remember if you are not as you think rewarded in remuneration, remember your efficiency increases, your ability is strengthened, and at times perhaps when your boss thinks it is he who should have all credit, your stick-to-itiveness, your plugging away, minding your own business will bring you that which you hope some day to attain.

Must See Goods

Remember, if you are not interested in working for others, as stated in the foregoing lines, you can never expect to be a successful business man or ever be able to run a business successfully. To-day we have no time to stand around and scratch our heads wondering. What we must do is sell goods, be more efficient, get over this slackness in business methods.

Always Buying at Home

Now a few words re buying at home. We find that 75 per cent. of those who send away moneys for goods out of town burden the home merchants with unlimited credit accounts. Would our merchants organize and do a strictly cash business, 75 per cent. of the money sent away would stay at home, and remember you could sell cheaper if all goods were paid for in cash. What is a mail order catalogue? Nothing more than a force of salesmanship put on paper, which if exercised by real salesmanship at home would very quickly eliminate the buying away from home. If you would put forth the same effort in selling your goods as you do in advertising, we needn't wonder what the result would be. You will find men who write and can write a good advertisement, one that will induce you to buy. You will find he or she can also sell goods, for in such an advertisement you will find the fundamentals of real salesmanship.

Therefore, you will surely agree where these are put into force personally you can soon see the result. Many will read these items and say, oh! anybody can write such stuff, but as one who is going through the mill and has not as yet finished, with many years of experience, let me tell you why we have only about 5 per cent. business men in our country. It is because they are not following out the foregoing rules re good business methods and real salesmanship.

TIPS FROM A HARDWARE CLERK'S NOTEBOOK

To render more certain the continued patronage of a customer it is advisable to make him feel at home when he enters your store. It pays to make a special effort to become fairly well acquainted with each individual who comes into your place of business. Clerks should learn the customer's name as soon as possible without direct questioning and to address him by name.

A successful hardware dealer who attributes much of his prosperity to this individualized form of courtesy says: "There is one little practice which we have adhered to in late years which I believe is productive of much good —that is, for as many salesmen as possible to speak to each customer who comes in.

"For instance, Mr. Atkins enters the store to buy a pound of nails. John meets him at the door with a pleasant 'Good morning, Mr. Atkins,' and proceeds to attend to his wants; then while Mr. Atkins is waiting for change, I approach him with a cheery salutation, and engage in a brief conversation."

Many times in the course of a day customers come into the store and call for this or that salesman. In most instances these are customers the salesman won by his personality and they stick to him simply because he has been so accommodating and courteous that they seem to feel that it is their duty to buy from him and from no other clerk. The old salesman in the course of time builds up a regular trade, while the new one invariably gets the casual customer. It is a fact that some new salesmen attract a regular following in much shorter time than others.

Hardware and Metal

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RETAIL merchants in Canada who were liable for the collection of the Luxury Taxes subscribed $2.00 each in the form of a license fee, which provided a fund out of which $77,695.75 was spent in the purchase of the perforators which were subsequently rendered useless by the repeal of practically all the luxury taxes.

* * *

THE Board of Commerce, which bore the brunt of much comment, both favorable and adverse, during its term of office, is now reduced to a secretary, a stenographer and a messenger. The meagre estimate of $1,000 for expenses of the Board this year as compared with the estimate of $124,000 last year would seem to indicate that the organization's usefulness is well nigh over, at least for this year. Since its institution it has cost the country $140,412.97.

* * *

A REFERENCE to figures of Canadian trade for the calendar year 1920 shows that Germany imported from us goods to the value of over seven million dollars while Canada imported from Germany considerably less than one million dollars worth of goods.

* * *

A DEFINITE argument for the sale of grub destroyers to farmers is the statement made by Professor H. H. Whetzel, of Cornell University, to the effect that when we sit at the table and eat a potato we are paying for two potatoes owing to the depredations of parasites. The Professor thought that the cost of living had been increased much more from this cause than from the doings of the war profiteers.

* * *

NUMEROUS authorities have contended that the present business condition is largely a psychological one, that the facts reveal that the fundamental factors in business are not as bad as many people are making themselves believe. The motto: "Speed Up. There's no hard times coming, it's just the soft times going," is particularly applicable to the present case and a number of merchants are displaying those words prominently on signs in their stores.

The Business Outlook

IN this 33rd Annual Spring Number of Hardware and Metal are found expressions of opinions of retailers, manufacturers and wholesalers, representative of the hardware trade in all parts of Canada, in regard to present business conditions, means of developing trade and as to the outlook, such opinion being based on experiences of the period since the turn of the year.

It is the feeling that the financial status and the productive ability of Canada dissipate any idea that business depression can last long in this country. No immediate return to the great business activity of the period immediately following the war is anticipated, but a steady improvement is looked for during the present year. Buying of hardware has been light and will continue light, but an encouraging factor in the situation is that repeat orders are forthcoming in fairly good volume and a good sorting business throughout the spring and summer months is expected to bring the volume of hardware business for this year in at least some lines pretty close to the volume of trade done early last year.

Conditions prevailing in the past few months were not abnormal, according to certain opinions, but were the anticipated months of painful emerging from the boom, war and post-war periods to the more healthy plane of normal business. In this readjustment hardware lines have not been burdened with the sweeping price reductions made on some other commodities and there seems to be little expectation of any such difficulty in the immediate future.

Retail hardware merchants in all parts of the country have expressed to Hardware and Metal their confidence in the trend of business during this year and emphasis is laid on the necessity of adjusting business methods to suit the general condition now prevailing. The adoption of some or all of the suggestions offered elsewhere in this issue for developing hardware business in view of present conditions might well be advocated as a step in aiding the readjustment of business to the plane on which it will more effectively coincide with the requirements of customers and thereby secure the maximum returns.

Basic Factors

THOSE who have studied the present business situation with a view to linking it up with some definite trend and thereby establishing what course it will take and when normal conditions will again return are inclined to the belief that the present condition is part of a cycle which repeats within certain periods of time. It was pointed out by B. J. McCormick, General Sales Manager, Canada Foundries & Forgings Co., Welland, Ont., at the recent convention of Ontario retail hardware merchants in Hamilton, that every seven years has recurred a condition resembling that now prevailing. No doubt this is part of the cycle to which students of the situation refer.

In this connection it is interesting to note some of the so-called barometers. A comparison of bank clearings in Canada indicates a steady rise since 1915, which culminated late in 1920. Since then a downward trend is noted, though it will be some time before the low point of the cycle is reached. Canada's trade reports show much the same condition. Canadian imports from the United States have declined during the past six months and similarly exports of our products to the U.S. show a decrease. The index of wholesale prices in Canada shows a figure of 281.3 at February 1 compared with 140 before the war. This indicates that at that time prices were still 100 per cent. above the pre-war level in Canada. In other countries liquidation has proceeded at a much greater rate, the decline from the peak being only about 20 per cent. in Canada compared with 40 per cent. in the United States. One reason advanced for this is that credit deflation has not been accomplished as rapidly in Canada. This is due in some part to the fact that Canadian banks are not paying gold to depositors and can therefore make credit extensions more liberally than in certain other countries.

Data on Hardware Markets

THE hardware markets present an interesting study at the present time owing to the unique conditions which are prevailing. Tables have been reproduced in various issues of Hardware and Metal showing the trend of prices compared with a year previous and other such comparisons, and the matter is dealt with more fully in an article in this issue. In view of the fact that much of the general slackness in business to-day is due to a lack of confidence on the part of the customer in prevailing values, it is necessary for the merchant to give close attention to prices and be able to give definite data to his customers in an endeavor to win their confidence that buying of most lines is justified at present prices.

The index figure of commodity values in Canada shows a substantial decrease in the past year, a much bigger decrease than has been the average on hardware commodities, thus bearing out the fact that as the advance on most hardware goods was gradual and spread over a number of years, so will be the decline. Sixty-seven staple lines of hardware have declined about five per cent. since this time a year ago, at which time prices were not at the peak of 1920. The decline since the beginning of the present year has amounted to approximately eight per cent. Compared with 1915 to-day's prices on certain basic commodities such as copper, tin, zinc, rubber and hides are lower, while other lines which are higher than 1915 show substantial reductions since 1920. The index figure of fifty staple hardware lines to-day is 240.22 compared with 100 in August 1914. This will convey the best idea of the average trend.

A point to be kept in mind in reviewing the present situation is that with lower prices less business appears to be done just as when prices were advancing the same amount of goods sold gave a larger cash turnover. Another point is that price recessions enable the country to do more business with less money.

Revise Parcel Post Rates

IT has long been felt by retail hardware and other merchants that the continued low rates on parcel postage in the face of increases in freights and express charges has resulted in unfair discrimination against the merchants and in favor of the mail order houses. It is further felt that this practice has been a discrimination against the small towns and in favor of the cities in that business is drawn away from the merchants in smaller centres and is attracted to the cities through the mail order houses.

Definite steps to secure a revision of parcel postage rates is being taken by the Canadian Wholesale Grocers' Association, who are seeking the endorsation of all organizations of retail merchants and Boards of Trade throughout the Dominion. A petition is to be forwarded to the Premier of Canada and members of the Dominion Cabinet setting forth the views of the merchants on this subject. Attention is drawn to the fact that during the 1920 session the postal rates on newspapers were increased but no corresponding increase was made in rates on catalogs or parcel postage. The point is also made that whereas there is an admitted loss in the carrying of some of the lower classes of mail matter large profits on first class mail are being secured by charging excessive postage and this profit covers the loss on other classes. This indicates a preference for the mail order house for the distribution of catalogs and general merchandise at less than cost in competition with the regular distributing business of Canada. This condition of affairs is absolutely unfair to the merchants who have established business throughout the rural and urban sections of the country and anything which seriously affects these merchants is a serious blow at one of the most important channels of business which the country possesses. This is a matter deserving of all the influence which can be brought to bear by retail merchants.

The Uncertain Steel Market

THE steel market is not in a healthy state, either in Canada or United States, and no good purpose is to be served by claiming anything to the contrary.

The reason is not hard to find—it is, as a matter of fact, lying right on the surface. Neither the buyers, the steel merchants or the steel makers have any confidence in the present situation, particularly in the present price schedule.

We are right in the middle of a sagging market. A careful scrutiny of the markets week after week generally brings to the surface some item that has been more or less whittled and hacked at in order to bring a purchaser to the point where he will place his business.

The steel merchant who wants to liquidate has a peculiar position in the present non-buying market. Even if he is prepared to cut his prices in order to clear out his high-cost material, regardless of whether he breaks even or takes his loss, he has to face the condition of only hand-to-mouth business coming into the market. In plain English, although he wants to liquidate, he can't do it.

One can go over almost the whole run of the iron, steel and metal market to-day, and he will find that there is a feeling of uncertainty as to whether the bottom of the market has been reached. Whether that is really the reason for the attitude of the buyers is open to doubt. Were they in need of iron or steel they would buy and make the best of the price.

The United States Steel Corporation, by adherence to its schedule, has done more than any other agency to keep the steel market both in United States and Canada from running away and losing itself entirely. It has yet to be shown that the raids of the price-cutters have brought an extra ton of business to the books of any of the mills.

The Buyer in Control Now

THE buyer is in possession of the market now and he knows it. The good salesman is not going to object to this condition as long as the buyer is inclined to play the game square. The average salesman is keen for business and is ready to get down to brass tacks with any man who has business to place.

One dealer was giving his opinion of a certain purchasing agent this week and added, "He is certainly a hard buyer and when he gets his prices just now there is not much left in it for the dealer. But we know he means business when he asks for a quotation. We don't mind that sort of a man, because he is out to place some business in the market and it is his duty to his firm to get the best price he can. But we all know he is not just asking for prices to see how things stand. He buys hard, carefully, keenly—whatever you care to call it—but the big fact is that he buys and does not run away out of the market after getting the whole trade to give him quotations."

It is much better to study the market closely and then buy, than to simply stand on one side and wait until the whole market has adjusted itself to your liking.

WE READ of a little strike here and others there, and to some extent we have seen the local waste of these movements. It is not often that a person has the opportunity of taking a world-wide view of the situation and getting an idea of the strike waste of the entire world for a given period. Such an idea is conveyed by a summary compiled by the Manchester Guardian, which shows, for the first six months of 1920, a world-wide loss of 114,814,980 days and 8,977,798 persons affected.

News of Western Canada

One Hundred Merchants in West Attend Short Course

Splendid Addresses are Given at Merchants' Training School, at the University of Manitoba, on Subjects of Vital Interest to the Retail Trade—"Henry Johnson, Jr." Speaks

WINNIPEG, March 17.—In the neighborhood of one hundred retailers attended the fourth annual training school for merchants at the University of Manitoba here. Winnipeg, as well as many Manitoba and Saskatchewan towns, was represented.

Efficiency in Retail Stores

Paul Findlay, Los Angeles, Cal., better known as Henry Johnson, Jr., was one of the speakers at the training school, speaking on "Efficiency in Retail Stores." Mr. Findlay showed the fallacy of extensive price cutting and the reaction on the goods to which it is applied. One of the biggest principles in efficiency of retail stores was the ability to say "no," he declared. This had special significance in the conduct of a credit business.

Study Mail Order Prices

Retail merchants who examine the catalogues of mail-order houses and study them carefully are able to compete successfully with this class of business, said Robert C. Line, retail merchant, of Columbus, Montana, in addressing the training school for merchants. The mail-order business stimulates business generally, and local trade is benefited because of the fact that new business has been created and because of the creation of new demands. This Mr. Line illustrated by the introduction of new devices for production on the farm bringing about increased farm production and greater wealth to the farmer with a consequent better purchasing power.

Judge Frank T. Wilson, of Minnesota, spoke on "The Co-operative Marketing of Farm Products," in which he emphasized the importance of local merchants making themselves familiar with the marketing conditions in their own town so that the farmer could receive the top price for his products.

During the course, a dinner was tendered those attending, by the Sales Managers' Association, representing the wholesalers and manufacturers of Winnipeg.

Hardware Merchant

Among the hardware merchants attending the short course for merchants in Winnipeg are the following: L. W. Denstead, Brandon; J. B. Curran, the Brandon Hardware Co., Brandon; W. R. Jaffray, Johnson Hardware Co., Brandon; W. C. Atkins, Atkins Bros., Morden, Man.; O. F. Denstedt, of Beaver Hardware Co., Ochre River, Man.; W. F. Weir, Weir & Wilson, Winnipeg; W. J. Illsey, J. H. Ashdown Hardware Co., Winnipeg; H. H. Harris, Winnipeg; J. H. Anderson, of Wm. Anderson & Co., Melville, Sask.

McPherson Bros. Move to Calgary

Medicine Hat, Alta.—McPherson Bros. have sold out and discontinued their businesses in Medicine Hat and have moved to Calgary, where they have opened an office at 509 MacLean Block. They still retain their country stores and will acquire others from time to time, the intention being to operate a chain of retail hardware stores. The firm will be glad to have trade catalogs sent to the new office.

Manitoba to Tax Companies' Profits

Winnipeg.—A tax of one per cent. on gross profits of all incorporated companies operating in Manitoba is the effect of a measure to be brought before the House at an early date by the Provincial Treasurer in the form of an amendment to the Corporations Taxation Act. This form of taxation is expected to bring in an additional revenue of $375,000.

The province faces a deficit of approximately $500,000 on current expenditures for 1921. This is the reason given by a member of the government for the proposed new taxation.

CONVENTION OF SASKATCHEWAN R.M.A.

The annual convention of the Saskatchewan Provincial Board of the Retail Merchants' Association will be held in Saskatoon from June 7 to 9 inclusive. The program for the convention is now being prepared and will be outlined in a subsequent issue of Hardware and Metal.

Western Notes

L. C. Stephens, of the G. F. Stephens Company, Limited, Winnipeg, Man., has been suddenly called away to Pasadena, Cal., by the sudden illness of his father, G. F. Stephens.

* * *

Crandall, Carpenter & Reid, of Winnipeg, Calgary and Vancouver, have been appointed representatives for the Province of British Columbia for Kinread Halters.

* * *

A. E. Dykes, general manager of the J. H. Ashdown Hardware Company, Ltd., Winnipeg, Man., has arrived home from his trip very much improved in health.

* * *

Luseland, Sask.—Mr. Cunningham, who formerly was employed in Nicholson's hardware store in Kerrobert, has arrived in town and will be employed in the Nicholson hardware store here.

* * *

Humboldt, Sask.—E. Fletcher has returned home from a business trip to Winnipeg, Toronto, London and Hamilton. He reports that business in the East is fast returning to a normal condition, and that the factories are now all working. He looks for very little decline in hardware prices, owing to the scarcity of raw material.

Work of Manitoba Board R.M.A.

Winnipeg.—Discussing the work of the Manitoba Board of the R. M. A. with Hardware and Metal, Secretary J. H. Curle stated:—

"The immediate work being undertaken by the Manitoba Board is to organize the province into sixteen districts, the officers in each district to be called together annually for the purpose of conducting the business of the association in this province. As soon as the districts have been formed, the question will naturally come up of holding trade section conventions.

"The University of Manitoba has just completed its fourth annual school for merchants. I believe that this province is the only one that has undertaken these schools in Canada."

Optimism Helps This Hardware Business

Watt Hardware Co., Ltd., Innisfail, Alta., Maintain Well Assorted Stock Sufficient to Customers' Needs and are Optimistic That Normal Business Will Shortly Return—The Best Way to Bring a Return of Good Business.

A FINE example of the progressive type of hardware store to be found in many communities throughout Western Canada is that illustrated herewith—the Watt Hardware Co., Ltd., of Innisfail, Alberta. Crops in this district last year were good, and owing to the fact that the district is also noted for mixed farming, this community has not felt the full force of the recent quiescent period of trade. In any case the policy of this store has been to maintain a well assorted stock of hardware so as to be in a position to meet all the requirements of their customers and thus get all the business that is to be had and maintain their reputation for having what the customer wants.

This firm reports business has been a little quiet since the new year but that indications are that the opening of the spring season will find the usual large volume of business to be had. Within a few months this firm expect normal business will be resumed in this line of trade. Collections are stated to have been rather slow in recent months owing to the fact that farmers have been holding back on their grain crops. It is pointed out, however, that the farmers will wish to dispose of their crops before seeding time and will probably move the grain before the spring season is here.

Well Arranged Stock

The photo of the Watt Hardware Co. store shows a complete and neatly arranged stock well displayed. The photo was taken during the Christmas season, hence the decorations. Modern showcases are used on both sides of the store near the entrance, the first one on the right being devoted to cutlery, silverware, etc. The display of ranges is next in order, the stock kept well polished and neatly printed cards used to attract attention. The wall fixtures back of the display of ranges are devoted to the showing of paints with color cards and other literature used generously.

Racks Suspended from Ceiling

To the left at the entrance is a showcase containing, among other things, a display of skates. Some lines of tools and other shelf goods are next shown, drawers bearing samples on the exterior being used for this stock. A saw rack is suspended from the ceiling. A rack is used showing samples of rope brought through the floor from the basement.

The space in the centre of the store is used to good advantage to display stoves and heaters, washers and kitchen utensils. Toward the rear in the centre is seen a novel display table which by using a narrow raised shelf allows the more extensive display of kitchen utensils without the usual difficulty of the goods under the top shelf being scarcely visible.



The hardware store of the Watt Hardware Co., Ltd., Innisfail, Alta., photographed looking toward the rear and showing the employment of many of the most modern ideas in store display as adapted for a small store. Note the display

Special attention is drawn to the number of racks and other display devices suspended from the ceiling utilized to show seasonable lines. These have been placed to best advantage and are said to have produced good results.

WANT PARCEL POSTAGE RATES INCREASED

Continued from page 201

Only a Partial Service

That your petitioners claim that the Government should not be a party to a system of distribution of merchandise, especially a system which gives only a partial service, in competition with the regular trade and commerce of the country, which gives a universal service, but if such should still be the policy of your Government you should increase the rates on parcel postage to the same extent as the rates on the same goods have been increased to the other distributors and charge the rates on parcel postage on the basis of third-class mail matter, in which case we are confident that the prosperity of the small villages and rural localities would be revived, and such a revival would obviously be greatly in the interests of the nation. No nation can expect to be truly great whose policy drains the life blood out of the villages and country districts and centres wealth and influence in its large cities instead of diffusing it as widely as possible.

Your petitioners therefore humbly request that a commission be appointed to take evidence and inquire into the whole question of the distribution of mail matter and report to your Government, making such recommendations as it may deem to be fair to the distributing trade and in the interests of the Canadian people.

OTHER WESTERN FEATURES

Some splendid selling ideas as worked out by Western hardware merchants will be found in the article dealing with the store of Sutherland-Stelck, Ltd., Dauphin, Man., and others appearing elsewhere in this issue. This section is merely for "news" of Western Canada. Western market quotations will also be found in the regular market section.

Events in the Trade

Business Changes

Port Rowan, Ont.—T. D. Pierce, hardware, has sold to U. F. O.

Simcoe, Ont.—Chas. E. Boyd, hardware, has sold to W. H. Davidson.

Toronto.—Baird & Canu, hardware, have dissolved partnership, A. D. Baird continuing.

Obituary

Montreal.—J. O. Gaboury, hardware merchant, is dead.

Fire Loss

Montreal.—J. A. Blais, hardware, suffered fire loss.

Commenced Business

P. S. Hyatt has commenced business with a complete hardware stock at 1726 St. Clair Ave., Toronto.

Personal

A. G. Scott, Montreal, manager Scythes & Co., Ltd., is somewhat recovered from recent illness.

* * *

W. S. Leslie, president A. C. Leslie & Co., Ltd., Montreal, will spend the next two weeks with his family in Atlantic City.

* * *

Royal Cluxton, general manager the Canada Paint Co., Ltd., Montreal, was in Toronto and other Ontario points this week.

* * *

E. J. Cookson, Northern Ontario representative of the Martin-Senour Co., Ltd., was in Montreal on Friday and Saturday.

* * *

A. H. Jenkins, of A. C. Leslie & Co., Ltd., Montreal, is taking a two weeks' rest at his brother's home in Peterboro, Ontario. Mr. Jenkins has not been feeling well for the last few weeks.

* * *

D. L. Scott, manager; A. Rodrigue, George Thompson and A. Valiquette, from the Montreal plant of Canada Metal Co., will attend the annual meeting of the company in Toronto next week.

Increase Storage Tanks

Montreal.—Five new storage tanks are nearing completion at the local plant of the Barrett Company, Limited. This new extension will practically double the capacity for the storage of liquids.

Veteran Hardware Traveller Passes Away

Montreal.—After a brief illness, George Browne passed away at the Royal Victoria Hospital, Montreal. Mr. Browne had been connected with Caverhill, Learmont & Co., wholesale hardware, for 38 years, representing this firm in the Eastern Townships and Quebec, and leaves a number of friends in these districts. Mr. Browne was born in Montreal in 1849, and was a charter member of Royal Victoria Lodge, A.F. & A.M., being master in 1880 and 1881. Two sons and one daughter survive him. The funeral was held under Masonic auspices on Tuesday from the Church of St. John the Evangelist. Many out-of-town travellers and others came to Montreal to attend the funeral.



GEORGE BROWNE,

for many years representing Caverhill, Learmont & Co., Montreal, in Eastern Townships and Quebec, whose death is announced.

Proceed With Test Case

Ottawa.—It has been definitely decided by the government to proceed in the Exchequer court with the test case to establish whether certain retailers are liable for taxation as manufacturers. For a time there was some question as to whether it would be advisable to dispose of the case in this way or take first proceedings in the local police court. No date has been set for the hearing of the case, but it is likely it will be commenced about the beginning of next month.

Open New Branch in Hamilton

Hamilton.—The McClary Mfg. Co. have opened up a branch store at 177 Sherman St., Hamilton. N. Fisher is in charge.

Visit St. Catharines Industries

St. Catharines.—A party of the Ontario branch of the Canadian Manufacturers' Association visited St. Catharines and after an inspection of the McKinnon Chain Company's plant and a motor trip about the city the visitors were banqueted. Mayor Lovelace and President Graves, of the Chamber of Commerce, welcomed the visitors. Addresses were made by Thos. Roden, hon. treas., Samuel Harris, Toronto, and Geo. H. Douglas, Hamilton.

Canadian Trade With Germany

Germany is seeking to re-establish trade with the countries against which she was struggling less than two and a half years ago. So far as Canada is concerned, exports from this country greatly exceed the imports of German products. In the calendar year 1920 Germany imported goods from Canada to the value of $7,033,550, and Canada took German merchandise to the extent of $840,203.

The principal commodities taken from Germany during 1920 were: clocks, magnetos, vacuum bottles, enamelware, lead pencils, glassware, sewing machines, thermometers, machinery, tools, scientific instruments, chemicals and dyes, cutlery.

Rope Movement is Slow

Montreal.—That buying has been curtailed in rope is manifest, when at this season sales continue small. Retail dealers in many localities have their spring orders for seasonable lines now in stock, others have no doubt placed their orders and are awaiting delivery. Has rope been overlooked, or do present stocks not require replenishing? The solution no doubt can be found in the fact that rope is not being bought until the present coil, now in use, is nearing its end. And dealers will not place orders in accordance with other years, notwithstanding that rope is 20 per cent. cheaper than twelve months ago.

This by no means spells "blue ruin" to the rope manufacturer; he is sitting tight, awaiting the demand that must come with the opening season. Navigation will open, and rope will be required, the fisherman and farmer intend to use rope again this season, and the improvement will be forthcoming when the spring activity shows itself.

Western Ontario News

R. P. Butchart and Bro., hardware merchants at Owen Sound, are now occupying premises at 9th St. and 2nd Ave. East.

* * *

In the death at Bothwell, Ont., of Richard Avery, aged 61, the district loses a veteran merchant. He had been in the leather and harness business for 25 years.

* * *

John Kay Darch, aged 55, a member of the firm of J. Darch & Sons, wholesale and retail harness, London, Ont., died on Sunday following a short illness.

* * *

George Ratz & Sons, who recently took over the hardware business of John Rankin, at Mitchell Ont., have finished stock-taking and are now making a drive for the spring trade.

* * *

R. M. Birce, hardware merchant at Essex, Ont., has purchased one of the best corners in town, at Talbot and Gordon Avenues, and plans to erect a fine new two-storey business block, in which his own store will be located.

* * *

W. E. Finnegan, general sales manager of the Gray-Dort Motors, Limited, Chatham, Ont., general director of sales for the Ruggles Motor Truck Co. at London, Ont., is moving to London this week.

* * *

Ray Ellis, of Wallaceburg, Ont., left this week to take charge of the tinsmithing shop of the W. A. Barr Hardware at Merlin. Mr. Ellis recently disposed of his business in Wallaceburg to Tompkins Bros. of Chatham.

* * *

Percy R. Kendall, of Simcoe, Ont., has the sympathy of a wide circle of friends in the very sudden death on Monday of his wife after an illness of only two days with meningitis. Mr. Kendall has been closely connected with the hardware business of Chas. Boyd for many years.

* * *

In the arrest at London, Ont., of Mervin Wickett, the police are confident they have the youth who has been swindling merchants all over the country by presenting worthless cheques. Up to Thursday six charges had been laid against Wickett and a number of others may be laid in a few days.

* * *

The Cities Service Oil Co., Ltd., recently organized in Canada as a subsidiary company of the Cities Service Company, 60 Wall Street, New York, has purchased the oil refining plant of the old Great Lakes Oil Co. at Wallaceburg and will commence manufacturing as soon as possible. H. W. Camp, of Tulsa, Oklahoma, the new manager, arrived this week.

* * *

"Dollar Day" at Wallaceburg on Wednesday of this week was perhaps the busiest day in the history of the town. Merchants co-operated splendidly and their advertising brought in buyers from all parts of the country. Among those taking part were the Zavitz Hardware and Messrs. Shaw and Shaw. Both of these firms had splendid window displays. Shaw and Shaw made a special drive in connection with paints and varnishes, and had a nice turnover. As an extra special they offered 5 per cent. off on all cash purchases made during the day.

New Steel Business Being Placed

Lower Prices by Independents and Approach of Open Weather Helping the Situation

REDUCED prices for steel quoted by the independent producers added to the approach of open weather conditions appear to be having more effect in stimulating the placing of new business. Miscellaneous tonnage, though far from being in satisfactory volume, is being released by buyers with less reluctance as compared with the stagnant condition of trade in recent weeks. How much of this represents clear addition to the total tonnage of the market, however, cannot be said with assurance in view of the continued contraction of production by Steel Corporation mills under their higher price policy, says the Iron Trade Review.

The National Tube Co., which has been running full, is being forced to make some curtailment. Other Steel Corporation subsidiaries show a loss in operations. The Carnegie Steel Co. has blown out three more blast furnaces, reducing its active list to 28 out of 59. Its ingot output is at 45 per cent. this week and this is expected to drop to 25 per cent. shortly. Independent company operations are fluctuating, but on the whole show some gain. In exceptional cases they have been pushed up above 50 per cent. Sheet schedules are heavier at Chicago, Middletown, O.; Canton, O.; and other points, but are not so good in the Mahoning valley. In the latter district, however, 19 of 51 independent open-hearth furnaces are in production this week, which is a better showing.

With merchant pig iron production down to one-third of the recent high point, close buyers continue to follow the situation more carefully. Signs of a moderate revival of the automobile industry are more numerous in the market. Best informed circles continue to emphasize that a 40 per cent. automobile output for the year is as much as can be expected. Japan again is appearing as a buyer of American steel. It placed 1,800 tons of black sheets in the Youngstown territory. A 2,000-ton sheet sale to the Orient also is reported at Chicago. A 3,100-ton bank building at Yokohama has been awarded, and 5,000 tons of pipe has been closed. Belgian steel bars have been sold on the Pacific Coast at 2.65c, or far below the domestic price. The composite iron and steel market average of the Iron Trade Review is little changed this week. It is $45.25 against $45.53 last week and $47.10 four weeks ago.

Axe and Spring Factory Closes

St. John, N.B.—The axe and spring factory of Campbell & Fowler, Ltd., City Road, St. John, N.B., has been shut down for more than a month. The employees went on strike against a ten per cent. wage reduction on Feb. 4, and since that time the factory has been idle. Representatives of the company say that owing to business conditions they were compelled, in order to protect themselves, to make a ten per cent. reduction in the men's wages. The company had been running on full time and had intended to keep on doing so, but the men refused to accept the cut.

Will be Tariff Revision at This Session

Ottawa, Ont.—A question was raised in the House of Commons as to the probability of a revision of the tariff at the present session. The question was raised chiefly as a result of the recent publication of reports that there would probably be no revision this session. The Minister of Finance denied the report stating that he had nothing to do with its publication and that the work is proceeding by day and night. Asked as to whether the revision would be general, Sir Henry Drayton would make no commitment, stating that there were strong demands from some parts of the country for revision of the tariff on various lines and that there was need for much anxious thought.

Course for Dealers in Electrical Supplies

The Edison Electric Appliance Company, of Chicago, has done a somewhat unique thing in merchandising. It has realized that a new period of real salesmanship has set in. The pressure of competition and the awakened sense of thrift of the buying public will no longer tolerate the indifference or ignorance of salesmen. Better and more intensive methods of selling are now in order. To meet these new conditions the Edison Electric Appliance Company has launched a school of salesmanship for the use of all engaged in selling all kinds of electrical appliances.

The course is offered to all electrical dealers and jobbers in the field and is extended not only to those dealers and jobbers handling Hotpoint, Edison and Hughes appliances, but also to those who handle competitive lines.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

R.I.W. WATERPROOFING CEMENT

The Cochrane Hardware Co., Sault Ste. Marie, Ont.—Can you advise us who manufactures a waterproofing cement for foundation work, called R.I.W.?

Answer—R.I.W. Damp Resisting Paint for cement, stone, brickwork, etc., is manufactured by Toch Bros., 320 Fifth Ave., New York City, U.S.A., and Canadian distributors are Drummond & Reeves, Ltd., 43 Jarvis St., Toronto, and the Premier Paint & Varnish Co., 8 McGill College Avenue, Montreal.—Ed.

UNIVERSAL BELT FASTENERS

John Bailes & Sons, Oshawa, Ont.—Can you tell us the name of the maker or a jobber of Universal belt fasteners?

Answer—We understand the makers are the Climax Mfg. Co., London, England. These fasteners can be obtained from the J. C. MacLaren Belting Co., Ltd., Colborne St., Toronto, Ont.—Ed.

ELECTRIC COOKING STOVES

Scriven & Rutherford, Tilbury, Ont.—Kindly let us have a list of manufacturers of electric cooking stoves.

Answer—The following is a list of Canadian manufacturers: Canadian Westinghouse Co., Ltd., Hamilton, Ont.; The McClary Mfg. Co., Ltd., London, Ont.; National Electric Heating Co., Ltd., Toronto; Canadian Edison Company, Stratford, Ont.; Moffatt Stove Co., Weston, Ont.; Renfrew Electric Products, Ltd., Renfrew, Ont.—Ed.

NO. 1 FARMER BOY SICKLE GRINDER

J. H. MacNeil, Delia, Alta.—Kindly inform me where I can get repairs for No. 1 Farmer Boy sickle grinder.

Answer—We have been unable to trace a Farmer Boy, but there is a Farm Boy Tool Grinder made by the B. L. Fry Mfg. Co., St. Louis, Mo. There is also a Farmers' Joy sickle and mower knife grinder made by the Western Implement Co., Port Washington, Wis.—Ed.

REPAIRS FOR 9-25 MONARCH MALLEABLE RANGE

Patterson & Park, Dummer, Sask.—Can you advise us where we can procure repairs for the 9-25 Monarch malleable range?

Answer—This range was manufactured by the Malleable Iron Range Co., Beaver Dam, Wis., who can still supply repairs for same.—Ed.

RECORD VISES

In answering enquiry in February 12 issue for name of maker of Record vise, the name of the Canadian distributors, Marshall, Son & Bunney, Richmond St. E., Toronto, Ont., was inadvertently omitted.

RICHELIEU COUNTER SCALE

Leith Bros. Hardware, Prince George, B.C.—We would like to know the name of the manufacturer of the Richelieu counter scale.

Answer—Our information is that this scale was made by the Richelieu Scale Works, of Montreal, Que., but that this company is now out of business.—Ed.

BABY WEIGHING SCALES

The Fawcett Hardware, Ltd., Saskatoon, Sask.—Kindly advise us where we can procure scales for weighing babies.

Answer—The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.; Braun & Bonnick, Ltd., 86 John St., Toronto, Ont.—Ed.

BULL'S EYE LANTERNS

Mills Hardware Co., Ltd., Hamilton, Ont.—Can you inform us who makes a bull's eye hand lantern with shut-off attachment, suitable for police use?

Answer—The R. E. Dietz Co., 60 Laight St., New York, N.Y.

MOULDERS' RIDDLES

W. Walker & Son, Ltd., 1228 Yonge St., Toronto, Ont.—Kindly advise us who are the manufacturers of moulders' riddles.

Answer—B. Greening Wire Co., Hamilton, Ont.; Canada Wire & Iron Goods Co., Hamilton, Ont.; The Major Mfg. Co., Ltd., Montreal, Que.

WALL BOARD MANUFACTURERS

Emile C. Ricard, Sudbury, Ont.—Please give us the addresses of manufacturers of wall board other than the Beaver Board Co.

Answer—Bird & Son, Ltd., Hamilton, Ont.; Eastern Paper Co., Ltd., St. Basile Sta., Portneuf, Que.; The Standard Paint Co. of Canada, Ltd., Montreal, Que.; The Bishopric Wallboard Co., Ltd., Ottawa, Ont.

BATHROOM FIXTURES

J. G. Tweddle, Fergus, Ont.—Would you kindly advise us where we can procure a complete line of bathroom fixtures?

Answer—N.P. Brass Fittings—The Gendron Mfg. Co., Ltd., Toronto, Ont.; Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.; Sternan & Co., Brooklyn, N.Y.; Art Brass Co., Inc., 299 E. 134th St., New York, N.Y. White Porcelain—The China White Porcelain Co., Canton, Ohio; The Church Mfg. Co., Holyoke, Mass.

EASY WASHING MACHINE

Jas. Sewell, Cadillac, Sask.—Can you inform us where we can purchase the Easy washing machine?

Answer—The Easy Washing Machine Co., 4 Clinton Place, Toronto, Ont., are the manufacturers of this and will be pleased to give you all particulars.

HYDRATED LIME AND HARD WALL PLASTER

R. T. Kemp & Son, Listowel, Ont.—Could you give us the names and addresses of manufacturers of hydrated lime and also hard wall plaster?

Answer—Lime, Hydrated—The Alabastine Co., Ltd., Paris, Ont. (X); Albert Mfg. Co., Hillsborough, N.S. (X); Christie-Henderson & Co., Toronto, Ont.; Elora White Lime Co., Ltd., Elora, Ont.; Hastings Quarry Co., Actinolite, Ont.; Laurentian Stone Co., Ottawa, Ont.; Manitoba Gypsum Co., Ltd., Winnipeg, Man. (X); The Ontario Plaster Co., Ltd., Paris, Ont. (X); Pacific Lime Co., Ltd., Vancouver, B.C.; Standard Lime Co., Ltd., Joliette, Que.; The Standard White Lime Co., Ltd., Guelph, Ont.; Stinson-Ree Builders' Supply Co., Ltd., Montreal, Que. (X); Toronto Plaster Co., Ltd., Toronto, Ont.; Windsor Plaster Co., Windsor, Ont. (X).

Plaster, Hard Wall—Alex. Bremner, Ltd., Montreal, Que.; Iona Gypsum Co., Ltd., Iona, N.S.; Keystone Wall Plaster Co., Ste. Therese, Que.; Albert Parsons, Walton, N.S.; Wright & Co., Inc., Hull, Que. Also firms in above list marked (X).

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

2794. **Canoes.**—Secretaries of various Belgian aquatic clubs desire to receive catalogues and prices of Canadian canoes delivered in Antwerp.

2795. **Canoe motors and outboard motors.**—Belgian aquatic club desire to receive full particulars and prices of Canadian canoe motors and outboard motors.

2796. **Sporting guns and ammunition.**—President of Belgian gun club desires to receive Canadian catalogues and prices of firearms and ammunition.

2797. **Mica and asbestos.**—Dutchman in Belgium desires to receive quotations from Canadian manufacturers of mica and asbestos.

2798. **Flake graphite.**—One of the largest and most influential British concerns in Japan are in the market for large quantities of flake graphite, 82 to 98 per cent. carbon, and would be glad to have fair average samples of Canadian graphite, together with best prices c.i.f. Kobe, and all other information in connection with shipment of same.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

"SCYCO" OILED CLOTHING

Scythes & Co., Ltd., Toronto, Ont., with branches at Montreal, Winnipeg, Halifax and Vancouver, have issued a new catalog of "Scyco" oiled clothing, or wet weather garments for all. The cover design is a miniature reproduction of the "Scyco Cut Out" suitable for window or store display. The actual size of the cut out is 13 in. by 18 in. and it is equipped so that it will hang or stand. Copies of this "cut out" will gladly be forwarded on request to jobbers and retailers and it is stated to be valuable from an advertising standpoint and also as a silent salesman.

"Scyco" oiled clothing comprises two lines: the red label, black or khaki, and the blue label, black or yellow. The various lines made are illustrated by cuts and catalog is well gotten up. Among the lines shown and stocked are sport coats, auto coats, slickers, miners' clothing, workmen's pants and overalls, fishermen's garments, canners' slipovers, etc., etc.

A COAT POCKET COLLEGE OF ELECTRICITY

A book has been issued by the Edison Electric Appliance Co., Inc., Chicago, Ill., and is intended for the use of all engaged in selling electrical appliances and it is claimed that a careful study of it will give one a good working knowledge of electricity, electrical appliances, salesmanship, advertising and store management as related to electrical lines. To sell electrical goods efficiently it is necessary to understand the principles of electricity and to know what the various electrical appliances are, the principles on which they are built, the particular work each is supposed to accomplish, their strong points and their proper care and repair. This course is covered in five lessons and the study of them in every case is said to be practical and to the point. Besides the construction and use of appliances other subjects are included in these courses as enumerated above. The course is free and is stated to mean only two hours a week of one's time for four months, and all who wish to gain benefit from this opportunity are invited to write to the Edison School of Salesmanship, 5660 West Taylor St., Chicago, Ill.

AUTO ACCESSORIES

A spring bulletin has been issued by Towe & Towe, 363 Talbot St., London, Ont., of auto accessories. It contains a good assortment of the various tools and appliances needed by the motorist and the garage man. A copy will be sent on request.

FIREPLACE FURNISHINGS

The Toronto Foundry Co., Toronto, Ont., have issued a catalog of fireplace furnishings. The lines illustrated in catalog comprise portable baskets for coal or wood fires in various styles and sizes, fire grates, andirons, iron fireplace linings, dampers, ash dumps, etc.

The Toronto Foundry Co. manufacture and carry a stock of other lines not listed in the catalog, such as bell traps, ventilating air brick castings, dish covers, soot doors, etc., and invite enquiries for all material not listed.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of March 23, 1901:

"Thos. Birkett & Son Co., Ltd., Ottawa, have built a large brick wareroom on Canal St., next door to H. N. Bate & Sons. The firm in their new premises will be able to give better attention to all their old customers. The firm has been in business for the past 34 years, during which time they have worked up the largest wholesale and retail hardware trade in Eastern Ontario."

* * *

"The members of the office staff of the McClary Mfg. Co., London, assembled at the Palace Cafe on Saturday evening last and tendered a farewell dinner to Mr. John J. Foot, who has been promoted to the management of a branch for the Eastern Provinces just opened by the company at St. John, N.B."

* * *

"The accompanying cuts are fairly good photos of the two eldest sons of John P. Seybold, Montreal, whom he has just admitted to partnership in his wholesale hardware business. The firm has been organized into a company. John P. Seybold is president; Gordon C. Seybold, vice-president, and Herbert B. Seybold, secretary. The style has been Seybold, Son & Co., but it now reads, The Seybold & Sons Co."

* * *

"The business of A. J. Jeffrey, hardware, Stratford, Ont., established by Mr. Jeffrey's father about 40 years ago, was sold last week to T. H. McCurdy, who will continue in partnership with his brother under the style of McCurdy Bros. The Messrs. McCurdy were formerly in the employ of the Hobbs Hardware Co., London."

* * *

"Gilpin Bros., hardware dealers, Orillia, Ont., have added about 40 ft. to the rear of their store, making it 120 ft. deep. They have also renovated the interior."

* * *

"On Thursday last week a by-law was passed by St. Catharines granting a percentage on the pay-roll of the McKinnon Dash & Metal Works to induce that firm to build a large factory there."

* * *

"The James Smart Mfg. Co., Brockville, have secured the Canadian agency of the Kelsey Corrugated Warm Air Generator."

* * *

"In conversation with Mr. James S. N. Dougall, of McCaskill, Dougall & Co., Montreal, we learn that the demand for this firm's varnishes is increasing."

Free Farmers From Income Tax

Advises President of Canadian Manufacturers' Association to Draw Manufacturer and Farmer Closer Together

HAMILTON.—The four groups of the Ontario division of the Canadian Manufacturers' Association which are touring the province visited Hamilton this week. In an address the president, J. F. McKinnon, advocated freeing the farmer from the income tax. This suggestion, he said, would be considered by the association, and he predicted it would have the effect of drawing the farmers and manufacturers closer.

Thomas Roden spoke on the organization of the C. M. A., and T. J. Stirrett explained the object of the present tour.

Among those in the party were: J. F. McKinnon, president C.M.A.; Col. A. F. Hatch, Canada Steel Goods Co., Hamilton; J. A. Scythes, Toronto; B. J. McCormick, Canada Foundries and Forgings Co., Welland; George Spence, Hamilton; N. Slater, Hamilton.

Difficulty Is Experienced in Turning Out Good Brooms Now

Such a Small Percentage of a Good Grade Broom Corn is Available That There Never Was Such a Spread in Prices as Now Exists.

SELL a customer a good broom and you have that customer's friendship for life, but sell her a poor one and —well, it is useless to comment upon this point as the majority of merchants have had some experience along this line.

From time to time since the last season's crop of broom corn was harvested, there have been reports as to the condition of the crop as to quality and as to the probable trend of prices. From information gathered it has been learned that a large portion of the crop was damaged by rain, leaving the corn stained and brittle and unfit for the manufacture of a good quality broom. Manufacturers have never had the difficulty in turning out their quality product as they are now experiencing. There is such a large portion of the poorer grade and such a small percentage of good grade that perhaps there never was such a spread in prices as exists at the present time. This nas resulted in brooms of superior quality holding at high prices and the poorer grades dropping to a lower price than has been the case for several years.

The Present Situation

One manufacturer in summing up the present position in brooms says, "I may say that the situation is perhaps the most peculiar in the history of the broom business, and brooms can be bought from $13 per dozen down to $5 per dozen, and perhaps considerably less. This is due to the very unusual spread between the prices of the best and the lowest grade corn.

"Buyers will note that in brooms of equal weight and appearance there may be quite a large difference in price, and this is not necessarily an evidence that the one at the low price is the better value. The best colored corn produced in 1920 was grown in the most westerly broom corn section. It is a beautiful green color but as brittle as a pipe stem, and has very little wear. A good looking, low-priced broom can be made from this corn because the corn can be bought very cheaply. There is also a very great amount of dark brown, rain-damaged corn, and this also is very brashy.

"There is a tendency on the part of buyers to purchase brooms made of hard, brittle corn, if it is green, in preference to brooms made of corn which may be a little red but is very tough. A great percentage of the best wearing corn this year is somewhat red in color, but it has very fine, tough fibre.

"Real good quality corn of good color and fine, tough fibre still commands a high price, as it is very scarce, and therefore it is our opinion that the trade cannot expect to buy good brooms at any lower prices until another crop is harvested next fall."

Display Brushes and Brooms

London, Ont.—A very attractive and very simple display arrangement for brooms and brushes was used in the window of Kilpatrick Bros. hardware recently. A large triangle was formed on the wall by three long-handled brooms and the space inside was filled with various sized brushes neatly arranged. Although extremely simple the display stood out splendidly and the effect was heightened by having one of the broom handles in red. In the main part of the window the firm showed a number of articles of interest to housewives for their spring cleaning work.

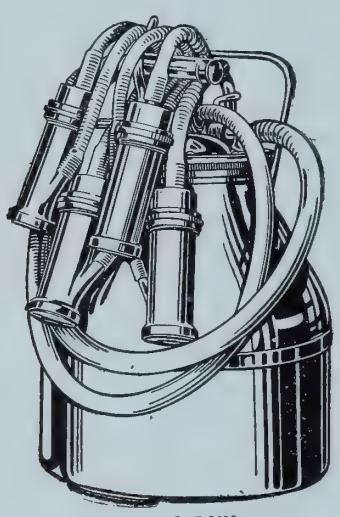
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

DE LAVAL MILKER

The De Laval milker made by the De Laval Co., Ltd., Peterborough, Ont., is said to eliminate the drudgery of milking, to do the work in one-third of the time tends toward a solution of the labor problem and helps keep young men on the farm. The makers state that the De Laval milker was not put on the market until it had been proved to be the most simple and practical machine for the work expected of it, the company preferring to first try out the milker under constant observation on many herds under different conditions.

The De Laval is said to be simple in construction and operation. Anyone of average intelligence can operate it, and



De Laval Milker

simplicity, durability and low cost of maintenance are important matters in machinery, especially in farm machinery.

The success of the De Laval milker is stated to depend to a very large extent upon the udder pulsator, and because of its importance particular attention is called to this feature. The udder pulsator is located within a few inches of the cow's udder, and is stated to be an exclusive De Laval feature. This insures that pulsations are transmitted to the teat cup exactly as produced, and without variation, as inevitably occurs when pulsator is located at some distance, and where the action depends on springs or weights. An independent pipe line controls the action of the pulsator, the milk drawn alternately from the front and rear teat passes directly into the pail without coming in contact with the outer air. The vacuum produced by the pulse pump is transmitted through a pipe running through the barn above the stalls. The pump is said to require very little power or floor space and can be belted to any available power.

All those who are interested are invited to write for particulars and further information.

"WHIRLPOOL" WASHING MACHINE

A new water power washing machine called the "Whirlpool" has been put on the market by Dowswell, Lees & Co., Ltd., Hamilton, Ont. This machine has been designed to meet the demand for a water power machine with a perforated rubbing board. Many people prefer this principle of washing and after successful experimenting the Dowswell Co. have evolved the "Whirlpool." The perforated rubbing board is operated to and fro with a squeezing, rubbing motion, which is stated to force the hot suds through the clothes without injuring the finest fabrics. The motor is similar to the one used in the "Ideal," and there are no delicate parts to get out of order. All parts coming in contact with water are made of brass. The motor is tested before leaving the factory and runs on low pressure from a regular ½-inch house service pipe having a flow of 3½ gallons or more per minute. The tub is made of Louisiana cypress and is corrugated and specially waterproofed inside, and wringer board is permanently attached.

"METALOID"

"Metaloid" is a new bar metal used in place of welding for filling purposes. The makers claim that it will produce a better finish than welding and has high adhesive qualities, and that it will repair cracked water jackets, intake manifolds, crank cases, as well as fill sand holes, and blow-holes in defective castings. Other uses claimed are that it will permanently repair cracked water pipes, boilers, radiators, etc., at a minimum expenditure of time and expense. It is stated that it is not necessary to clean the parts to be repaired, as the "metaloid" will adhere to any metallic surface and will stand 300 pounds water pressure. It is applied by heating slightly the part to be repaired and applying the cold bar. No acid or flux is used. It is said to be as effective on aluminum as on cast iron, bronze or steel. The Canadian distributors are Kennedy & Kennedy, Tyrrell Building, 95 East King St., Toronto, Ont.

No. 359 UNIVERSAL BEVEL PROTRACTOR

In the new Universal Bevel Protractor, No. 359, recently added to the Starrett line of machinists' tools, several improvements are shown.

The dial is graduated to degrees round the entire circle. It is equipped with one vernier instead of two, is very easily read and is said to be convenient for a wide range of work. It has encased a positive method for fine adjustments, and these, as well as the other



No. 359 Bevel Protractor

adjustments, being controlled entirely from the centre of the front side of the tool justify its being called an improved bevel protractor. The lower nut locks the dial in its rotative path, and the middle nut, at a slight downward pressure, engages the fine adjusting device, while the upper nut locks the blades at any point in its length. The acute angle attachment renders it available for obtaining small angles.

A NEW MATCH STRIKER FOR AUTOS

The Rosor Auto Match Striker is now being put on the market by the Hamilton Mirror Plate Co., of Hamilton, Ont. The "Rosor" is a piece of corrugated glass three inches in diameter, enclosed in a handsome aluminum frame. It may be fastened to any part of the car—dash, sides or on back of front seat. Its desirability from the standpoint of convenience and its protection of the car interior from careless match scratchers need not be pointed out to motorists who smoke—or whose friends smoke.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

CHIEF features this week are lower quotations on some lines of stoves and furnaces and new binder twine prices, which show a small decline from prices quoted at the beginning of last season. Bar iron and steel have again been reduced and lower prices are quoted on various iron products such as sledges, masons' hammers, sad irons and clothes line reels.

New price lists continue to be issued on many lines of builders' hardware and carpenters' tools, and in most cases show small reductions from previous prices. New quotations made on fence wire show slight declines in plain galvanized wire, coiled spring wire and barbed wire. Among other lines showing lower prices this week are machinists' hammers, grindstone fixtures, blind hinges, and some lines of pipe fittings, mica axle grease and cup greases. Prices have been maintained on most ingot metals, but copper is weaker and spelter is quoted higher. A better feeling is reported in the metal market.

Prices are nominally maintained on sheets and plates, wrought pipe, lead and zinc products and compression goods show no further change.

A slight but distinct improvement in buying is reported from Pittsburgh in the primary steel markets, but prices on finished steel commodities show little variation. Blue annealed and galvanized sheets are easier, though there is less disposition on the part of the independent steel mills in the U.S. to make recession in prices. Another small decline is reported in the foundry pig iron market, but consumers show little inclination to buy at present.

Wholesalers report an improvement in business during the past week, and a more optimistic feeling is prevalent. With the present mild weather continuing it is likely that many shipments booked for a later date will be needed earlier than intended. House-cleaning needs, paints and varnishes are in better demand than formerly.

Montreal Markets

MONTREAL, March 17.—Lower prices continue to be made on many hardware lines, the featured decline this week being on the heavier goods, namely stoves and furnaces. The reduction covers cast and steel ranges, 10% lower, and furnaces 7½%. These are rather unseasonable at present but important, as booking along these lines will soon commence for fall deliveries. Another feature of this week's report are the new prices on binder twine. Although practically the same as the closing prices of last year, the trade has no doubt been anxious to obtain this year's quotations. Cotton rope again features, now selling at the low figures of 37 and 38 cents for 3-16 inch and ¼ inch. Mrs. Potts' irons and handles have a slight decline, blind hinges, machinists' hammers and sledge hammers are all lower. Wires, including barbed wire, plain galvanized, coil spring and plain twist wire, are revised; No. 9 plain galvanized now selling at $5.70 f.o.b. Montreal. Corrugated sheets, galvanized and black sheet prices are now more or less nominal, quotations varying among the different jobbers, iron and steel, lead products and compression goods holding unchanged, while ingot metals show very little change from last week.

Hardware jobbers report an increased volume of business from week to week, the past few days of open weather giving a decided improvement to trade.

Cotton Rope Lower

Montreal.

A large reduction has been made on cotton rope, and present prices are 3-16 in., 38 cents; ¼ in. and up, 37 cents. Former prices were 51 and 50 cents respectively, making the reduction about 25 per cent. Cotton goods have featured very often recently with lower prices, and cotton rope has been one of the foremost products to show regular reductions.

Mrs. Potts' Irons Down

Montreal.

Mrs. Potts' irons are now about 5 per cent. lower in price and following are new quotations: Polished, $2.18 set; nickel plated, $2.30 set. Mrs. Potts' japanned handles, $2.20 dozen.

Reduction in Blind Hinges

Montreal.

A slight reduction is made in blind hinges, and No. 1 are quoted at $2.75, No. 3 at $3.80 a dozen.

New Barbed Wire Prices

Montreal.

New prices are now available for spring business in barb wire, showing slight reductions from last quotations. Following are the present prices: 2 x 5, $4.60 reel; 4 x 6, $4.90 reel; 4 x 4, $5.30 reel; reels are 80 rods in length.

Plain Wire $5.70 Base

Montreal.

A further reduction is made on plain galvanized wire, and No. 9 or base is now quoted at $5.70. Following are the net prices on all sizes:

Galvanized Wire—Per 100 lbs., No. 3 to 8 inclusive, $6.55; No. 9, $5.70; No. 10, $6.70; No. 11, $6.80; No. 12, $5.85; No. 13, $5.95; No. 14, $7.25; No. 15, $7.90; No. 16, $8.

Galvanized Coil Spring Wire—No. 9, $5.75; No. 12, $5.90.

Galvanized Plain Twist, $6.75 per 100 lbs.

Machinists' Hammers Reduced

Montreal.

A reduction of 10 per cent. is made on machinists' hammers, and No. 30, 1-lb., is quoted at $12.60 dozen; 1½ lb., at $13.50.

Decline in Sledge Hammers

Montreal.

Revised prices are now quoted on sledge hammers, affecting all weights: 2 to 2½ lbs. is now 24½ cents pound; 3 to 4½, 21 cents, and 5 lbs. and over, 16 cents per pound. This is a considerable decline.

Wood Handle Prices

Montreal.

Following are this year's prices on all kinds of handles, pokes, neckyokes and whiffletrees.

All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; Hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.

1921 Binder Twine Prices

Montreal.

New prices are now issued for this year's binder twine. These quotations are slightly lower than last year's opening prices, and are as follows: 500 feet to the pound, 17¼ cents; 550 feet, 18¾ cents; 600 feet, 20¼ cents; 650 feet, 21¼ cents. Shipments of 300 pounds and over, freight prepaid to destination. Terms, net, October 1. One-eighth off on orders of five tons and over; ¼ cent off on orders of 10 tons and over.

Rope is Quiet

Montreal.

No great improvement is noted in sales of rope, and business remains dull for this season. Last year at this time jobbers were shipping rope in good quantities, but up to the present this year shipments have been smaller. Manufacturers also state the demand is quiet, and attribute the cause to the fact that retail merchants are not buying, and do not seem willing to buy until the actual requirements are needed. With navigation soon opening and the consuming demand near at hand, an improvement is looked for. Present quotations will be found on current market pages.

1921 Prices on Lawn Hose

Montreal.

Manufacturers of garden and lawn hose state that orders and bookings are heavier than last year, and a good season is expected on these lines. Jobbers are not yet forwarding their booked orders, as next month is generally considered early enough for lawn hose. Following are present prices on the best selling grades and sizes:

Lawn Hose—½ in. x 3-ply, plain, 11½c per ft.; ½ in. x 4-ply, plain, 13c; ½ in. corrugated, 19c; ¾ in. x 3-ply, plain, 15½c; ¾ in. x 4-ply, plain, 17c; ¾ in. corrugated, 25c.

Gasoline and Coal Oil Held

Montreal.

No change has been made in gasoline or coal oil, and prices are held at 39 cents for motor grade gasoline and 28 cents for coal oil. A reduction has been made on gasoline in the United States, but as yet this has not affected the Canadian market.

Cast and Steel Ranges Decline

Montreal.

A revision has been made in cast iron and steel ranges, and a reduction of 10 per cent. is quoted on many lines. Heaters at present are unchanged. One dealer stated that at the present time this lowering only affected ranges of a higher grade, while the lower-priced stoves are unchanged under the revision. Another manufacturer states their cast and steel ranges of all kinds show a decline.

Hot Air Furnaces Lower

Montreal.

Relative to the revision in stoves, manufacturers also report a slight reduction in hot air furnaces of approximately 7½ per cent. This is hoped to have a stimulating effect on the sales, more particularly now when fall bookings will soon be made.

Wares Holding Their Own

Montreal.

The demand for the different wares is continuing fair, both granite and tinware being sold in good sorting orders. Sap buckets, however, are not as brisk as last year, the weather in Quebec not being promising for a good soap run as the past open season is not favorable to the syrup and sugar making. Also many makers are not boiling this year, the low price of sugar being said to be one definite reason.

Range Boiler Prices Hold

Montreal.

No change is made in the prices of range boilers, with the demand improving slowly as the season advances. The 30 gallon standard is quoted at $13.00, and the extra heavy at $15.00.

Roofings and Papers

Montreal.

The roofing business has been quiet during the past months, but a better outlook has been showing during the past week or two. The open weather will have a stimulating effect, if outside work can be followed up. Dealers are apparently buying in small quantities and the actual demand is the one factor to increase activity on these lines. Following are quotations of the Barrett Company:

Roofings—	Per roll
Red Star, 2-ply	2 13
Do., 3-ply	2 55
Panamoid "Rubber," 1-ply	1 90
Do., 2-ply	2 30
Do., 3-ply	2 75
Everlastic "Rubber," 1-ply	2 10
Do., 2-ply	2 50
Do., 3-ply	2 95
Sheathings—	
Stag brand	1 15
Anchor brand No. 1, dry	1 65
Do., No. 2, dry	1 10
Do., tarred, No. 1	1 70
Do., No. 2	1 45

Corrugated Sheet Prices Nominal

Montreal.

Quoted below are prices on corrugated sheets, with the decline of two weeks ago on the lightest gauges recorded. These are only considered nominal and quotations on 28 gauge now range from $7.50 to $8.75 net per 100 sq. ft. This is practically the only gauge selling at present, the heavier gauges being stagnant. Following are the list prices:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Wrought Pipe Improves

Montreal.

Wrought iron and steel are reported a little more active during the past week. Stocks are in very good shape, with the mills also ready to supply depleted stocks, having been able to ship back orders and shortages during the winter months. The selling prices are now under the new list of two weeks ago, No. 49.

New Discounts on Fittings

Montreal.

Some lines of fittings are selling under new discounts, slightly lower than previously. Bushings, both cast and malleable, are now 22½ per cent. off list. Plugs are 20 per cent. off, and malleable unions now 35 per cent. off the list prices. Nipples of all sizes were revised last week. Following are the present prices on most lines:

Bushings, cast		22½%
Do., malleable		22½%
Flanges		20%
Plugs		20%
Flange Unions		7½%
Malleable Unions		35%
Nipples, ⅛ to 4 in. close and short		40%
Do., long		50%
Do., 4½ to 8 in., close and short		30%
Do., long		40%
Couplings, 4 in. and under		20%
Do., 4½ in. and larger		Net list
Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Lead Products Steady

Montreal.

With the exception of wire solder, which is quoted one cent per pound lower this week, lead products are remaining fairly steady. Pig lead continues on a very low level, but this has had no drastic effect on the different finished products. The demand for these goods is reported fair for this season, but an improvement is hoped for when the season opens. Following are present quotations:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Scrap Metals Inactive

Montreal.

The dull period continues in the waste material market, both buying and selling

being at a standstill. Reports have been current that other markets have experienced a great falling off in prices, causing some anxiety, but nothing very drastic has developed locally. Dealers state that business being very quiet the market remains much the same as has been reported during the past few months. No price changes are made and following are nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 06
Red brass	0 11
Light brass	0 04½
Scrap zinc	0 04
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 09
Heavy copper	0 11
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	8 50
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
No. 1 machinery cast, per gr. ton	$25 00 $28 00
Boiler plate	0 11

No Sheet and Plate Changes

Montreal.

Until a more active demand is shown on sheets and plates there can be very little to report on conditions. Sales are continuing small with jobbers, and they are receiving small sorting orders. Imports from United States are not as heavy, and the English market is reported dull and quiet. Price cutting by some independent mills is not quite as prevalent as a few weeks ago, however this had little results on the local market, this being controlled by present stocks on hand. Following are the present prices, showing no changes from previous quotations. Most of these quotations, however, are only considered nominal.

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 gauge	9 60	9 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Unchanged

Montreal.

Most jobbers state that a slightly better demand is shown for iron and steel. This, if anything, is very slight and sales continue small. Better business is looked for soon now, the opinion being expressed that open weather will bring better business in these lines. Quotations show no changes and are as follows:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steel in scroll bdles., 50c per 100 lbs. extra.
Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Compression Goods Hold

Montreal.

In company with many lines of lead products fairly normal conditions continue to prevail on compression goods. When the weather permits the plumber to work on outside contracts a greater activity in business is expected. No changes have been made on the different discounts, and they are as follows:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller, No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, standard	34%
Roundway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Radiator valves, standard	23%
Do., removable disc	38%
Globe, angle and check valves, standard	5%
Gate or straightway	Net
Jenkins globe	10%
Jenkins gate valves	10/7%

Ingots Quiet, a Few Changes

Montreal.

The different markets on ingot metals continue quiet, the lack of demand still prevailing. Some local quotations are slightly easier, while others show more strength and are quoted with little higher figures.

TIN.—Tin showed an advance early in the week over the bottom price of £150 on the London market, but eased off again later. It is not thought, however, that it will go any lower than this figure. The local market is a little easier at 36½ cents.

COPPER. — Copper evidenced some strength toward the end of the week, advancing £1 15s. in London. New York market is practically unchanged. Locally, however, the market is slightly easier, electro being quoted at 18 cents, and casting at 17¾ cents.

SPELTER.—The advance of last week continued until the past few days, when it has steadied down. East St. Louis closed at $4.75. The demand is fair on this metal and the market a little stronger at 8½ cents.

LEAD. — Lead showed strength in London this week, having its effect on the local market. East St. Louis prices are unchanged. Quotations locally are a little stronger at 6½ cents.

ANTIMONY.—This metal is very quiet, with slightly easier tendency on outside markets. The local market is dull and unchanged at 7¾ cts.

ALUMINUM. — Aluminum continues dull, with practically nothing to report on it. Local price is unchanged at 34 cents.

Toronto Markets

TORONTO, March 17.—The outstanding features in the markets this week are the reductions in bar iron and steel and the new season's prices for binder twine. The latter are slightly lower than those issued last spring. Price changes are fewer this week but many lines of imported tools such as wrenches, screw drivers, pliers, etc., have been revised and are mostly a trifle lower though one or two lines are showing a small advance. Scissors and shears are lower in price, but little change is shown in kitchen, table or pocket cutlery. Sad irons and handles are lower and reductions have been made in sledge hammers, grindstone fixtures, and clothes line reels. Some declines are shown in cup grease and axle grease. Staple lines such as pipe and fittings, sheets and plates, etc., are holding unchanged at recent changes. Ingot metals show a slight improvement in the demand, and while copper is lower, spelter is firmer. An improvement is reported in business, and with the weather continuing open there should be an increase in the demand for spring lines.

Mica Axle Grease Lower

Toronto.

New prices have been issued on mica axle grease and show a slight reduction from previous quotations. The following are the new prices:

MICA AXLE GREASE

1 lb. size (case of 48), list	$ 7 60
3 lb. (case of 24)	10 40
5 lb. (case of 6)	4 55
15 lb. can	2 35
25 lb. pail	3 45

Less 15 per cent.

Binder Twine Prices

Toronto.

The prices for binder twine for the coming season have just been issued and are ½ cent per pound below those issued last spring. Quotations are, 500 feet, 17¼ cents per pound; 550 feet, 18¾ cents per pound; 600 feet, 20¼ cents per pound; 650 feet, 21¼ cents per pound; ⅛ cent per pound is allowed on orders of 10,000 pounds and ¼ cent per pound on 20,000 pounds. Freight allowed on lots of 300 pounds and over.

Cup Grease Declines

Toronto.

Reductions of about ½ cent per pound have been made in the prices of Arctic

cup grease and the new quotations are the following:

ARCTIC CUP GREASE, No. 2—25-lb. pail, list, $3.75; case of 6 5-lb. cans, list, $4.75; case of 24 8-lb. cans, list, $4.45.
Less 15 per cent.
ARCTIC CUP GREASE, No. 3—25-lb. pail, list, $4; case of 6 5-lb. cans, list, $5.10; case of 24 1-lb. cans, list, $4.60.
Less 15 per cent.

Some Calipers Higher

Toronto.

New price lists of the Union line of calipers, dividers, take-down squares, etc., show some slightly higher quotations. The new lists are higher although the discounts are better.

Westcott Wrenches Trifle Lower

Toronto.

A small reduction has been made in the price of the Keystone make of Westcott wrenches. These are now about 5 per cent. cheaper.

Bar Iron Down 50 Cents

Toronto.

Exactly a year ago the base price of bar iron and steel was raised 50 cents, from $5 to $5.50. This week it has been reduced 50 cents per hundredweight, from $4.50 to $4. This follows a decline, too, of two weeks back of 25 cents. Wholesalers appear to be taking a loss on existing high-priced stocks, as although mill quotations have been declining for some while, much of the stocks in hand were bought at the higher prices, it is reported. Little improvement is noted in demand, but when business picks up there should be a considerable movement, as it is believed that dealers' stocks are far from heavy, and would need replenishing. In United States iron markets the tendency of prices is still sharply downwards, and little increase in demand is reported. The new quotations here are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in. dia. and lighter	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 00
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Wrought Pipe Holds

Toronto.

Pipe prices are holding at changes which went into effect at the beginning of the month. Stocks are reported to be in fair shape now, and sales are lighter than they have been. With the coming of spring an increase of activity is expected. Unlike a good many other steel products mill prices are being maintained in the United States, even by the independents, at Corporation levels, and a good demand is being experienced. Many towns and cities are having replacement work and extensions made to gas and water mains at the present time, a lot of this work having been held over during the past few years. This is held to account for the present good demand for piping. The quotations will be found on current market pages.

Gasoline and Oil Unchanged

Toronto.

No changes have been made this week in coal oil or gasoline prices, and quotations still are 27 to 30 cents per gallon for coal oil, according to grade, and 38 cents for gasoline. Some reductions are reported in U.S. prices, but wholesale prices there, allowing for the difference in the size of the gallon and exchange, are practically the same as prices here.

Perfect Handle Screw Drivers

Toronto.

The Perfect Handle screw drivers are showing a slight reduction in prices, and are now quoted at about 5 per cent. lower.

Common Brick Trowels Lower

Toronto.

The common makes of brick trowel, pointing trowel and plastering trowel are now down about 5 per cent.

Nail Sales Improve

Toronto.

Nails are holding at previous quotations, and are $5.10 per keg base for wire nails and $6.20 base for cut nails. Better sales are reported during the past week and shipments going forward, although not as heavy as usual, are showing an improvement. Reports from Pittsburg state that quotations of 25 cents a keg below the Industrial Board level are being made openly now, and other wire drawers are meeting the price. The Corporation price had been regarded as low in comparison with other steel wire products.

Scissors and Shears are Reduced

Toronto.

Reductions have been made in different lines of scissors and shears, and the Seymour make, and Landers, Frary and Clark are reduced in price. The reductions vary in different numbers and are from 10 to 20 per cent.

Some Pliers, Etc., Down

Toronto.

There has been a reduction in some of the prices of the Smith & Hemenway lines of pliers and screwdrivers. The declines are round 5 per cent.

Kitchen Cutlery Prices Revised

Toronto.

Prices of different makes of kitchen cutlery, butcher and cooks' knives, cleavers and paring knives have been revised, but show very little difference from previous quotations. Some lines are about 5 per cent. lower.

Galvanized Wire Prices

Toronto.

Prices are quoted on fence wire, but owing to the state of the wire market are variable and liable to change. The following are wholesalers' quotations:

PLAIN GALVANIZED WIRE

Nos. 6, 7, 8, 9, per 100 lbs., $6.50; No. 10, $6.55; No. 11, $6.60; No. 12, $6.75; No. 13, $6.90; No. 14, $7.10; No. 15, $7.70; No. 16, $7.90.

COILED SPRING WIRE

No. 9, $5.65; No. 12, $5.80.

Barbed Wire Quotations

Toronto.

Barbed wire is being quoted at $6.20 per 100 lbs. As with the plain and coiled spring galvanized wire, the prices are liable to change without notice.

Canvas Gloves Lower

Toronto.

Slight reductions have been made in the price of canvas gloves, and these are now quoted from $1.25 per dozen pairs up.

Glass Rolling Pins Available

Toronto.

Glass rolling pins, which have been very scarce for some while, are again available and are quoted at $5.75 per dozen.

No Change in Valves

Toronto.

A little better feeling is noticed in brass compression goods, although orders are small in size. An increase of business should be felt in these lines very soon now, but the hand-to-mouth buying is no doubt the result of the uncertainty regarding prices. No further changes are noted and the current quotations are the following:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Steady Improvement in Cordage

Toronto.

The demand for rope and cordage is reported to show a slow but steady improvement. Quotations are holding at 24½ cents per pound for pure manilla, and 20 cents base for Beaver manila and New Zealand hemp. The sisal base is 18 cents. Binder twine prices have been issued and are given in another place. The market in cotton cordage continues to show weakness, and present indications are pointing to further recessions. It is stated that the U.S. is carrying over from last season a year's supply of cotton.

Auto Accessories Selling Better

Toronto.

There is an improvement in the sales of auto accessories, and among other lines and tools, wrenches are in good demand. Auto pumps are another good seller and the Ideal auto pump is about 5 per cent. lower in price than formerly.

Children's Aluminum Sets Lower

Toronto.

A reduction of about 15 per cent. has been made in the price of the imported lines of children's aluminum sets of plate, cup and saucer.

Fitting Prices Are Held

Toronto.

There are no changes in the prices of pipe fittings. Sales show very little variation from the last month or so, and stocks are ample for normal needs. The following are current quotations:

Cast iron fittings	15%
Plugs, cast iron	20%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 25	0 35
Class C	0 16	0 25

Sap Supplies Moving Well

Toronto.

There has been a good movement of sap supplies, and repeat orders are now coming in. Prices continue firm and show no change.

Corrugated Sheets Quiet

Toronto.

Business has not shown any increased demand for corrugated galvanized sheets, though a better tone should be visible in a few weeks now. Prices are holding at the changes noted at the beginning of the month and are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Better Movement of Wares

Toronto.

A better movement in wares is noted and sales of tin and galvanized ware especially are showing a healthier tone. Prices continue firm and manufacturers state that quotations last year in wares did not advance in proportion to the increase in sheets, and therefore did not represent the market price of the raw materials, and no changes in prices are apparent.

Lead Products Are Steadier

Toronto.

A small improvement in the sales of lead products is reported in some quarters, and orders have been more numerous, though not of great size. With the early resumption of building activities there is expected to be a better demand. Lead markets in the U. S. are showing little change, but London markets are firmer, and the zinc market in England has stiffened up, evidently on account of the political situation, as Germany had been able lately to quote under any other country on zinc.

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 16

Sheets Show Little Improvement

Toronto.

There is little change in the plate and sheet situation here this week. The demand is said to be very slow in picking up. Customers are carrying on with as small a stock as possible and buying from hand to mouth. This would not be so bad if there was any demand to speak of. There is a feeling, however, that business will shortly show an improvement, and stocks will need replacing. American sheet mills report a better demand from the automotive industry, and it is believed that the turning point has been reached. It is reported from Youngstown that sheet mill workers' wages have been reduced 13½ per cent. Independent mills in the Pittsburgh districts are less disposed to make recessions from the Corporation prices than was the case formerly. Quotations here are unchanged and are the following:

PLATES

10 gauge	6 20	....
12 gauge	6 25	....
14 gauge	6 30	....
16 gauge	6 40	....

BLACK SHEETS

14 gauge	6 30	7 70
16-gauge	6 40	7 75
18-20 gauge	6 75	7 80
22-24 gauge	6 80	7 85
26 gauge	6 85	7 90
28 gauge	7 00	8 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	9 40	10 30
U. S. 28	9 00	10 00
U. S. 26	8 70	9 75
22 and 24	8 55	9 50
18 and 20	8 40	9 35
16	8 25	9 20
12 and 14	8 20	9 15

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Grindstone Fixtures Lower

Toronto.

Some lower prices are quoted for grindstone fixtures and following are present quotations on these lines.

GRINDSTONE FIXTURES

No. 22, per doz., $9.60; No. 33, $9.95; No. 2½, $11.90; No. 3, $12.50.

Clothes Line Reels Revised

Toronto.

There has been some revisions in the prices of some of the makes of clothes line reels, and new quotations are lower. Following are the new prices:

No. 3, per doz., $20; No. 3½, $21.65; No. 4, $28.30.

Sad Irons Reduced

Toronto.

New prices have been made on sad irons and are about 10 per cent. lower. The new quotations on Mrs. Potts' irons, No. 55, polished, are $2.18 per set. The nickeled plated, No. 250, are now $2.30 per set. The common sad irons are also lower, and the No. 1, 4 to 5 lbs., are now quoted at $17.50 per cwt., and the 6 lbs. and over at $15.70.

Sad Iron Handles Reduced

Toronto.

The japanned sad iron handles have been reduced in price and are now quoted at $2.15 per dozen. This is a reduction of about 5 per cent.

Sledge Hammers Lower

Toronto.

Lower prices are being quoted on sledge hammers, and the No. 37 are now, 2 to 2½ lbs., $25.00 per cwt.; 3 to 4 lbs., $23.00, and 5 lbs. and over, $16.00.

Thumb Latch Prices Revised

Toronto.

Prices have been revised on some lines of thumb latches, and the steel, No. 2, are now $2.25 per dozen; No. 3, $3.15, and No. 4, $4.70.

Slow Movement of Scrap

Toronto.

The movement of scrap materials has been slow, and few changes are noted in prices. The consumers of waste metals seem to have sufficient raw materials on hand to meet present needs, and are disinclined as yet to purchase. Prices are generally easy on account of the tone in new metals, but they are nominally unchanged. Scrap rubber continues low and few sales are reported. The following are average prices for large quantities.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Some Lower Stove Prices

Toronto.

Lower quotations are being made on some lines of cook stoves and ranges, and also on furnaces. All lines are not affected, but it is stated that the reductions amount to from 5 to 10 per cent. on ranges and about 7½ per cent. on furnaces. Prices on heaters remain unchanged. With the continued high freight rates and little or no changes in wages it is felt that there can be no great change in stove prices, but it is hoped that these reductions will have an effect on the bookings of stoves for next fall.

Ingot Metals; Better Feeling

Toronto.

TORONTO.—A better feeling is prevailing this week in the ingot metal markets, and it is believed that the worst is over, and a turn for the better has started. Not much change in prices is recorded. Copper is weaker, and spelter has advanced slightly. The Eur-

opean political situation and the proposed changes in the U. S. tariff may both have an effect on metal prices in various markets.

TIN.—There has been an upturn in the London markets on tin, due, it is stated, to covering movement. There has been besides a good buying demand. New York markets are also stronger in response to this, combined with stronger sterling exchange. Local quotations are unchanged at 38 cents.

COPPER.—A new low price of 12 cents has been reached in U. S. markets on copper, but despite low price consumers show little interest. London markets have been quiet and easier. Prices here are down 1 cent, and casting copper is quoted at 18 cents.

LEAD. — This metal shows little change on U. S. markets and has been quoted at $4.00 at New York and St. Louis. It is noted that this week a year ago quotations at New York were $9.50. Prices advanced on London markets, but have dropped again slightly. Local quotations remain $6.

SPELTER.—More interest has been shown in spelter, but demands have been for small quantities. A firmer tone is shown on outside markets and an advance in price at London has been due to prospect of supplies being curtailed from German sources. Germany has been producing cheaper than any other nation and has been underselling Belgium and English producers. Quotations here are higher at $7.25.

ANTIMONY—Little business is shown in this metal. The expectation of an increase in the tariff is interesting American dealers and may strengthen the market in the U. S. Quotations locally remain at 8 to 9 cents.

ALUMINUM.—Buying has not been stimulated much in this metal. Slightly lower prices are quoted on outside markets, but are unchanged here. Quotations are 35 to 37 cents.

London Markets

LONDON, March 17.—Changes in prices are fewer this week, and and the chief features are the lower prices on cotton goods. Cotton rope, sash cord, candle wick, etc., are reduced in price again. Horse rasps and files are showing some lower quotations, and sad irons have been reduced slightly. Plaster Paris has been advanced a little in price, and turpentine shows a slight increase from last week's price. Business here though showing a steady improvement is only fair as yet, but with continued mild weather there should be a demand for spring goods. The bad condition of the roads at present is retarding trade as many farmers are not coming to town on that account.

Turpentine Advances Slightly

London, Ont.

There has been a slight advance in the price of turpentine, and it is quoted at 5 cents above last week's price. There is a better demand for this now. Quotations are the following:

One-barrel lots, $1 per Imperial gal.; 2 to 4 barrel lots, 99c; 5 gal., $1.15.

Oil Unchanged This Week

London, Ont.

The demand for linseed oil has greatly improved this past week. There has been no change in prices from previous report. Quotations are the following:

	Raw	Boiled
1 to 2 bbls., per gal.	$0 95	$0 98
3 to 5 bbls., per gal.	0 94	0 97
6 to 9 bbls., per gal.	0 92	0 95

Less barrels add 15 cents gal.

White Lead Sales Starting

London, Ont.

Sales of white lead in oil are beginning to show signs of the coming season's activity. There has been a better demand for this product lately. Prices which are unchanged are as follows:

WHITE LEAD IN OIL

	Tons	Less tons
Pure, per 100 lbs.	$14 95	$15 30
Elephant, per 100 lbs.	15 45	15 80

Nail Prices Are Holding

London, Ont.

Prices are holding unchanged on nails and a better volume of business is noticed. The wire nail base is $5.10, and the cut nail base $6.40.

Sash Cord Down Two Cents

London, Ont.

The lower values in the cotton market continue to reflect in declines in cotton products, and sash cord is again reduced in price. The decline is 2 cents per pound, and new quotations are the following:

No. 6, per lb. 57c; No. 7, 56c; Nos. 8 to 12, 55c.

Bright Wire Goods Lower

London, Ont.

Reductions of about 12½ per cent. have been made in bright wire goods, screw hooks, screw eyes, gate hooks and eyes, etc., and the new discount is 82½ per cent. off list.

New Liquid Veneer Assortments

London, Ont.

The manufacturers of Liquid Veneer polishes and mops have put out two new assortments or "deals" on the market, and the assortment known as No. 1 is priced at $33.40 net and the No. 2 at $21.40.

Plaster Paris Slightly Higher

London, Ont.

A slight increase has been made in the price of plaster of Paris, and the Hammer brand is now quoted at $6 per barrel net.

Cotton Rope Again Declines

London, Ont.

Reductions have again been made in cotton rope prices and the new prices are approximately 12 per cent. lower. The quotation for ¼-inch size and larger is 44 cents per pound and 3-16-inch 45 cents.

Candle Wick Is Reduced

London, Ont.

A lower quotation is made on candle wick and the new price is 45 cents per pound.

Sad Irons Decline Slightly

London, Ont.

Mrs. Potts' sad irons have been reduced slightly in price, and the new quotations are $2.25 per set for the plain and $2.40 for the nickel-plated irons.

Horse Clippers Selling Well

London, Ont.

There is a good sale at present for horse clippers and quotations on some of these goods are the following:

Stewart, No. 1 BB, each	$14 00
Less 25 per cent.	
Handicap Hand Clipper, each	2 80
New Market, each	3 50

Globe Horse Rasps Lower

London, Ont.

Globe horse rasps have been reduced in price and are now quoted at 72½ per cent. off list.

Black Diamond Files Reduced

London, Ont.

A decline of about 8 per cent. has taken place in the price of Black Diamond files, and the new discount on these is 32½ per cent. off list price.

Alarm Clocks; Improved Stocks

London, Ont.

Alarm clocks, which were not any too plentiful last season, are in better shape now and stocks are improved. The prices are unchanged and some of the leading sellers are quoted as follows:

Good Morning, each	$1 90
Lookout, each	2 35
Sleepmetre, each	2 50
Big Ben, each	4 00
Baby Ben, each	4 00

Poultry Netting Selling

London, Ont.

Sales of poultry netting are good just now. The retail sale has nicely started for the season. The Canadian make is quoted at list plus 10 per cent. for the 1-inch and 2-inch mesh.

Screen Wire Cloth Moving

London, Ont.

Booked orders for screen wire cloth are beginning to move out and this season's price for the black painted cloth is $3.50 per 100 square feet.

Garden Tools In Demand

London, Ont.

Retail merchants report that the demand for garden tools has already begun and sales are being made. Booked orders for these and also for harvest tools are now being shipped by wholesalers. These are selling at list less 50 and 10 per cent.

Spades and Shovels Moving

London, Ont.

Orders for shovels, spades and scoops are moving out, and the quotations are 35 per cent. off list. The net prices on some of the good selling lines are as follows:

SPADES AND SHOVELS
Full Polished

Black Cat or Star, doz.	$16 60
Fox or Olds, doz.	17 25
Bull Dog or Jones, doz.	19 85

Paint Sales Increasing

London, Ont.

The sales for prepared paints and varnishes are showing an improvement each week, and alabastine is also in good demand. The latter is priced at 48 cents for 5-pound packages and 25¼ cents for the 2½-pound packages.

Sap Supplies; Good Sales

London, Ont.

Sap supplies are moving out very well at present and sales have been good. Prices on the better selling lines are the following:

1-C sap pails, 10 qt., flaring, 1-C sap pails, 2 gal., straight, $26.25 per 100.
SAP SPILES—Eureka, $16.85 per 1,000; S.M.P., $3.80 per 100.
SYRUP CANS—¼ gal., $13.50 per 100; ½ gal., $19; 1 gal., $26.

Auto Accessories Improving

London, Ont.

The sales for auto accessories and tires are showing an improvement. Prices are fairly firm and show little change.

Tools and Builders' Hardware

London, Ont.

There is a better movement of carpenters' tools now, and a good sale is expected in this line and also in builders' hardware as soon as the weather permits of building operations being resumed. Prices of builders' hardware are from 5 to 7½ per cent. lower this season.

Window Glass Prices

London, Ont.

Sales of window glass are beginning to improve. The prices in effect here at present are 60 and 10 per cent. off list for single and double diamond and 60 per cent. off cut light list for single lights. The net prices for 100-foot cases, figured at these discounts, are as follows:

Per case, 100 ft.	Single	Double
Under 25 in.	$7 16	$ 8 25
26 to 34 in.	7 49	8 95
35 to 40 in.	7 85	9 50
41 to 50 in.	8 46	10 90
51 to 60 in.	8 86	11 09
61 to 70 in.	9 54	11 78
71 to 80 in.		12 75
81 to 84 in.		16 37
85 to 90 in.		17 59
91 to 94 in.		17 93
95 to 100 in.		21 08
101 to 105 in.		23 53

Tub Stands Are Lower

London, Ont.

The Dowswell make of tub stand or wash bench was affected when the change in washing machine prices was made recently, and the new net price is $47.25 per dozen.

Winnipeg Markets

WINNIPEG, March 17.—Some important price changes have been made here this week and the chief items affected are wood screws, and bar iron and steel, which are showing lower prices. Wrought iron washers which were only reduced last week, have again declined in price. Lead traps and bends and sheet lead are quoted at a lower price, and other lines showing reductions are bright wire goods, Stillson wrenches, and spring hinges. Lower quotations are made on turpentine. No further change has been made on black or galvanized sheets, nor on wrought iron pipe.

Business is improving week by week, and it is thought that in the course of the next few weeks a considerable increase of trade will be felt in hardware circles.

Turpentine Down in Price

Winnipeg.

Another decline in turpentine brings the price down to $1.30 per gallon in barrel lots and 10 cents per gallon extra for smaller lots. Containers 25 cents per gallon extra.

No Change in Linseed Oil

Winnipeg.

The price quoted last week for linseed oil still remains the same and is $1.20 per gallon for raw and $1.23 for boiled.

Wrought Iron Pipe Prices

Winnipeg.

Further reductions were anticipated in wrought iron pipe but the prices quoted last week remain firm and are as follows:

BLACK PIPE
Effective March 2nd, 1921.
F. O. B.

Size ins.	Winnipeg	Calgary Edmonton Lethbridge and Medicine Hat.	Saskatoon	Regina	Brandon
		Add to Winnipeg price.			
⅛	$ 6.21	$ .30	$ .20	$ .17	$ .11
¼	5.67	.53	.34	.30	.19
⅜	5.85	.70	.45	.40	.26
½	7.88	1.05	.67	.59	.38
¾	9.72	1.40	.90	.79	.51

Sheet Lead Is Down

Winnipeg.

A reduction has been made this week in prices of sheet lead and it is quoted at 10 cents per pound for full rolls and 11 cents per pound for less than rolls.

Stillson Wrenches Reduced

Winnipeg.

The price has been reduced on genuine Stillson wrenches and they are now quoted at 30 per cent. off list.

Screws Lower in Price

Winnipeg.

The discounts have been revised on all kinds of screws, making the prices considerably lower. Following are this week's quotations:

Flat head bright, 67½% off list; round head bright, 65%; oval head bright, 65%; flat head brass, 55%; round head brass, 52½%.

Bright Wire Goods Reduced

Winnipeg.

The discounts have been changed on bright wire screw hooks and screw hooks and eyes, making the prices somewhat lower. Following are the prices now in effect: Bright wire screw eyes, 80 per cent. off list; bright wire screw hook and eyes, 80 per cent. off list.

Iron Washers Reduced Again

Winnipeg.

Although the price was lowered on washers last week a further reduction is recorded this week and following are the prices now in effect:

	Case lots	Less quantities
3-16 in., per 100 lbs.	$16 90	$17 40
¼ in.	14 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
⅝ in.	11 62	12 12
9-16 in.	11 73	12 23
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

Bar Iron and Steel Lower

Winnipeg.

The prices have been reduced from 30 to 50 cents per hundredweight on bar iron and steel and new quotations are as follows:

BAR IRON—Rounds and squares, 3-16, ¼ and 5-16 in., $7 base; rounds and squares, ⅜ to 2 in., and flats up to and including 1 x 4 in., $5.65 base; rounds and squares, over 2 in. and up and including 2¾ in., and flats over 1 x 4 in. up to 6 in. wide, $6.40 base; rounds over 2¾ in. to 6 in., $6.90 base; band steel, $5.95 base.

SOFT OR MILD STEEL—Rounds and squares, 3-16, ¼ and 5-16 in., $7 base; rounds and squares, ⅜ to 2 in., and flats up to and including 1 x 4 in., $5.95 base; over 2 in. up to and including 2¾ in., and flats over 1 x 4 in. up to 6 in., $6.40 base; rounds over 2¾ in. to 6 in., $6.90 base.

Putty Lower in Price

Winnipeg.

The price of putty has dropped this week $1 per hundredweight and new prices are as follows:

1½-lb. tins, 14½c each; 5-lb. tins, $9.20 per 100 lbs.; 12½-lb. irons, $8.30 per 100 lbs.; 25-lb. irons, $7.80 per 100 lbs.; 50-lb. drums, $7.23 per 100 lbs.; 100-lb. drums, $7.20 per 100 lbs.

Cut Lights Now 60 P.C. Off

Winnipeg.

The list prices on cut lights of glass are still the same but a bigger discount is recorded this week, making the prices somewhat lower. The discount now in effect is 60 per cent. off present pane price list.

Pittsburgh Markets

PITTSBURGH, March 17.—The steel commodity market shows a small though distinct increase in the volume of buying, chiefly in sheets, but this does not mean that the market is active, as it was entirely stagnant.

Steel ingot production during February was at the rate of 76 per cent. capacity on the part of the Steel Corporation, and 26 to 27 per cent. of the independents, making a total of 48 per cent. for the whole. As the steel industry has not been able for various reasons to operate at capacity since 1916, this total is not as bad as it appears. New buying is still light, and a good deal of present business is in the form of release of shipments which had been suspended.

Prices show little change and are generally the same as quoted a week or two ago. Bars are a shade stronger and sheets are inclined to be easier. Tin plate and steel pipe remain at the old price, and the demand for pipe which has held up well is a little lighter. Another 50 cent decline is recorded in foundry pig iron, basic is nominally quoted at $25 valley, and bessemer at $27.

PITTSBURGH, March 17.—There is a distinct, though small, increase in the volume of buying of some steel commodities, this improvement being most marked in the case of sheets. The improvement was predicted at the beginning of the year, being based chiefly on the progress of the season, as demand always becomes more active on the approach of spring. In January, however, a greater improvement was expected than now seems likely to develop.

Improvement, however, does not make the steel market active by any means, since it was entirely stagnant. The increased buying is in miscellaneous quarters, there being no large projects. Some of the business received, and counting as part of the improved demand, is in the form of releases to shipments formerly suspended. The strictly new buying is still conspicuously light, though not altogether as light as two or three weeks ago.

Production

The process continues of old orders running out, and accordingly the increase in buying and the releases against suspensions are not sufficient to arrest the decline in actual production. The monthly report of the American Iron and Steel Institute, giving the steel ingot output of the thirty steel companies that make monthly reports, indicates that steel ingot production during February was at the rate of about 25,150,000 gross tons a year. The Steel Corporation produced at 76 per cent. of its capacity and the independents at 26 or 27 per cent. of their capacity, making a total for the industry as a whole of about 48 per cent. The percentage is not nearly as bad as it seems, for it does not mean 48 per cent. of any actual production that has been realized. The steel industry has not been able to operate at capacity since 1916, there being either shortage of orders or physical difficulties. In the first nine months of 1920, when steel was scarce, the average operation was only about 80 per cent.

Production at the present time is lower than the average rate of February, being approximately at the rate of 21,000,000 tons a year, or just one-half the rate during the first nine months of last year. Considering how active the demand then seemed to be, and how completely absent demand now seems to be, this really looks like a high rate. Although the independents started cutting prices early in February while the Steel Corporation has maintained its prices, the production rates now are about 13,500,000 tons by the corporation and 7,500,000 tons by the independents, so that the corporation is making about 65 per cent. of the steel although it has only about 43 per cent. of the capacity.

Steel Corporation Orders

The Steel Corporation's unfilled obligations decreased during February by 639,297 tons, against decreases of 574,958 tons in January, 873,359 tons in December and 815,371 tons in November. The February decrease represented 51 per cent. of the month's capacity, and as shipments may be estimated at 75 per cent. of capacity the net bookings in the month appear to have been about 24 per cent. of capacity. The net bookings are, of course, the total bookings minus cancellations, of which there were few in February or January. In November and December there was a very considerable quantity of cancellations, some of the cancelling being by initiative of the corporation of orders that seemed unlikely to represent actual shipments within a reasonable time. That the Steel Corporation should book any business at all when the independents were cutting prices shows that the corporation's customers are quite willing to stay with it, expecting they will profit in the long run, as in the past, by doing so.

Prices

Bars, shapes and plates are quotable at the same prices as a week or two ago, 2c for bars and 2.10c for plates or shapes. Generally a very ordinary sized order can be placed at these prices, but the specifications have to be fairly attractive. Plates and shapes are no stronger than a week or two ago, but bars are apparently a shade stronger, since an extreme concession from the 2c price would be $1 or $2 a ton, for a very attractive order, while three or four weeks ago it appeared that 1.85c could probably be done on a large order.

Sheets, on the other hand, are easier. Ten days ago the market on fair-sized lots with reasonably definite specifications was about 3.20c for blue annealed, 4.10c for black and 5.20c or 5.25c for galvanized. Now it is possible to do 3c, 4c and 5c respectively, and in some quarters it is believed that the 4c price on black could be shaded. The spread between black and galvanized is narrowed down to about $1 per 100 pounds, when the Industrial Board spread was $1.35. The decrease is attributable largely to the low price of zinc, which is 4.80c, St. Louis, or lower than the average price in any calendar year since 1902 with the exception of 1908.

Tin plate remains at the old price of $7 per base box, 100-pound, all efforts of buyers to break the market having failed. The mills hold together because they realize that if any accident should happen to the regular price there would probably be a decline that would prevent the mills from realizing cost out of their high-priced tin bought before the decline to the present remarkably low price and might make them experience a loss beyond that.

Pig Iron

Another 50-cent decline is recorded in the foundry pig iron market, as the Standard Sanitary Manufacturing Company has bought 1,000 tons of valley foundry iron on the basis of $26, furnace, for its New Brighton plant, near Pittsburgh. At the same time this interest bought 1,000 tons for its plant at Louisville, Ky., taking half from Virginia furnaces at $26, furnace, and half from Birmingham furnaces at $25, furnace, the last named price being $1 under the Birmingham market as previously quoted.

Basic iron remains nominally quotable at $25, valley, and Bessemer at $27. These are quotations of merchant furnaces. It is thought probable that some steel works would sell from their surplus stocks of basic at about $23. A careful canvass of the situation made by a producer shows that just now there is no real price issue as between producer and consumers, the consumers stating that they have no inclination to buy. Some have no orders against which they could use iron, while others have a few orders but have considerable tonnage of pig iron due them on old purchases, some of this iron being at as high as $40. A 500-ton lot of basic iron has just been sold by a broker at approximately $23, valley, but such a sale would not be representative of the market.

Interesting Study of the Hardware Markets

Index of Wholesale Prices Shows Substantial Decline—Average Increase of 140% in Hardware Compared With Pre-war Prices —History Repeated in Steel Market

THE question of how far prices are still inflated is one present in the minds of everyone in business. The general public also is interested in the answer, and is cautious in purchases because of the uncertainty as to whether the particular article wanted at the moment may not be bought at lower prices later on. This attitude, of course, tends to restrict buying very greatly. The index number of wholesale prices in Canada for February, according to a leading economist, stood at 197.8, compared with 212.6 for January and a high of 298.3 in May, 1920. The number is based on the prices of 20 foodstuffs and 20 manufactured commodities.

In connection with the above it is interesting to see how hardware prices have been affected during the past 12 months, and the apparent tendency at the present time. In a price comparison table of 67 hardware lines which was published in March 12 issue of Hardware and Metal, it was shown that there had been an average decline of 5.1 per cent. from the prices of March 1, 1920. The percentage of decline may not appear large, but it will be remembered that prices of most hardware lines were steadily advancing during the spring and summer of 1920, so that the decline from the peak would show a considerably larger figure, and it was pointed out that the average decrease in the first two months of this present year amounted to 8½ per cent. In other words, hardware has lost one-twelfth of its value since January 1st, 1921.

Compared with 1914

A point often raised is as to how present prices compare with those of 1914. A leading authority has prepared a table covering the principal commodities, from which the following lines affecting hardware have been taken. The figures are the prices on February 1 of each year, compared with the average price of the same date of the five years before the war; that is, from 1910 to 1914 inclusive, represented by par or 100.

	1915	1916	1917	1918	1919	1920	1921
Cotton	65	91	112	238	204	299	108
Silver	86	100	136	153	179	239	102
Copper	100	179	220	161	145	133	89
Tin	91	100	119	164	171	145	81
Iron	85	137	228	229	222	267	214
Steel	82	139	273	200	188	227	183
Zinc	131	320	163	134	112	156	86
Lead	86	143	190	161	115	197	112
Petroleum	103	99	99	132	145	198	198
Rubber	59	73	77	57	58	45	18
Hides	125	123	161	154	158	187	62
Cement	100	118	142	152	268	239	317
Lumber	85	86	122	180	185	207	222

Although these figures are prepared from prices in the United States, they give a very fair indication of the course of prices in Canada.

Average Increase 140 Per Cent.

How do present hardware prices compare with those of the pre-war era? An average taken of 50 staple hardware lines shows the average index figure to be 240.22, compared with 100 of August, 1914, or an average increase of 140 per cent., despite a decrease of present prices from those of the peak of last year.

The Steel Markets

No review of hardware markets is complete without a study of the steel markets. It has been said that the history of the steel market can be divided into three periods. The steel market as a steel market began early in the eighteen-nineties. Before that time the finished rolled products, with the exception of rails, were chiefly in wrought iron. Steel has been gradually making its place. The steel wire nail, for instance, had come out in 1886 and soon afterwards it was shown that steel was suitable for pipe making. Bars, shapes, plates, sheets, etc., followed.

The first large development of the steel industry, as such, occurred during the period of industrial depression of 1893 to 1898 inclusive. Very close prices were named, due to sharp competition, and profits were moderate. Then came the boom of 1899, when prices soared, and through to 1907 the general demand for steel was heavy and the market strong except for short intervals, and there was scarcely any interruption in actual consumption. From 1907 to date, on the other hand, the periods of inactivity have been mainly periods in which demand accumulated whereby there was later heavy pressure on the mills for deliveries.

These three periods were quite different. In the first period there was no the buyer was willing to pay the price. In the second period the price issue was prominent when there was light buying. In the third period there was no direct price issue. When the consumer stopped buying it was because he needed no more steel. It has been said that history is going to be repeated.

Light Demand for Steel

At the present time there is only a light demand at the mills for steel products. Consumers and distributors show a decided unwillingness to buy at this time, quite irrespective of prices. There has been some slight signs of a revival in demand during the past few days, but this would be in keeping with the progress of the season. A mild buying movement can be counted on in the spring. Steel plants to-day are operating about an average rate of scarcely 50 per cent. of capacity and the rate is still declining.

There seems to be a disposition on the part of the independent mills of the United States to quote less concessions than formerly from the Industrial Board prices. The lowest quotations reported have been $3 on blue annealed sheets, black at $3.85 and galvanized at $5. Wire nails have been quoted at $3 at the mills, and it is reported that more wire drawers are meeting this price.

Pipe is the one steel product that has not yielded much in price, and one of the reasons is probably that the demand keeps up better than for other products, and most of the pipe mills are operating from better than half to nearly full capacity. During the past few years many cities and towns have been unable to properly extend and replace water and gas pipes, and are doing so now, and are creating a demand for this product.

Non-Ferrous Metals

In the non-ferrous metal markets there has been, on the whole, more of a decline in prices than in iron and steel, and several of them are at or below pre-war levels.

Copper has been quoted this week at 12 cents. Last year the average price was 17.28 cents, and in 1917 it touched 37 cents. During 1913 and 1914 the average stood round 15 cents, so that with the higher cost of production it is claimed it is being produced at a loss. One reason for the smaller demand for this metal is that during the era of high prices and shortage, substitutes such as zinc, steel and other metals were used, and it is necessary for the public to be re-educated to its use. Production is being curtailed and the price should firm up again. Consumers claim that there is still too great a spread between the ingot metal and the sheet.

Tin is another metal which shows a big decline and the recession has been more sudden than in copper. During this past week it was quoted at £148 at London, against £423 10s. of a year ago. On the New York markets it is also below the pre-war value. It is commencing to firm up again and indications are that it has reached the bottom of its decline.

Lead at Low Level

Lead is also at a low level and has touched $3.80 at St. Louis and £16 10s. in London, against high level prices of

Continued on page 223

Weekly Paint Markets

Montreal

MONTREAL, March 17.—No notable price change is made this week in the paint market, and with the exception of linseed oil and window glass it is much steadier than in previous weeks. Linseed oil is rather uncertain again and lower prices are likely than even those now quoted. Window glass remains, as stated in last issue, very unsettled. Turpentine seems to have arrived on a sound basis, as quotations are still at the dollar figure. White lead and putty are unchanged in price, white lead having slightly better sales each week.

From week to week a slow improvement is noted in mixed paint and varnish sales. This week manufacturers report that orders are now coming to hand in good numbers, but are somewhat smaller than last year.

Linseed Oil Prices Unchanged

Montreal.

Quotations on linseed oil show no change this week, but the undertone is by no means certain. The demand is still said to be small, and jobbers do not seem anxious to encourage sales at such low figures when their present stocks were bought at much higher prices. The recent fluctuations in the seed market have had no great results on the oil quotations, but with the outside seed coming in at the end of this month it may affect the market either way. If the demand shows no improvement prices may stiffen, whereas with consumption low and plenty of seed prices are likely to be still easier. The present situation is much different from last year at this period, when oil was both scarce and high-priced, and further hindered by delayed shipments and congestion.

	Raw	Boiled
1 to 2 barrels	0 95	0 97½
5 to 10 barrels	0 90	0 92½

Turpentine Continues at $1

Montreal.

No change has been made in turpentine, the price remaining at $1.00 in one barrel lots. With the local demand still reported light, the demand in the United States has shown a slight improvement in the last two weeks, and the market has a firmer tendency. Lower prices are not thought likely, at least other than slight revisions, but quotations are more liable to have an upward trend when the demand increases. Following are the present prices:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 97
Broken lots	1 05

Shellac Shows Slight Change

Montreal.

The prices on shellac have been altered in one gallon jugs to read 20 cents less than former quotations. Orange shellac in one gallon jugs is now selling at $4.80, and white at $5.30. The demand is light, but like other products in the paint market, it is improving slowly.

Orange shellac, in barrels, $4.50; in one gal. jugs, $4.80; white, in barrels, or 5 gal. jugs. $5; in one gal. jugs, $5.30.

White Lead Steady

Montreal.

Sales of white lead in oil are slowly improving, with prices registering no change from quotations set last month. Although more activity was experienced last year at this time, outside painting will no doubt bring the movement to a normal state. The pig lead market continues to ease, but this is not expected to bring any results on the oiled product, at least not for some little time. Quotations will be found on current paint market pages.

Putty Demand Still Light

Montreal.

Dealers are experiencing an inactive period in putty. The season is yet considered early for any great movement, as building is the only factor that will increase sales in the spring of the year. Prices are holding at decline of last month and are as follows:

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Glass Situation Unchanged

Montreal.

Practically nothing new is to be reported on window glass, the situation remaining, as stated in the last few issues, very unsettled. If anything, a slightly better demand has been manifest during the past week, but this will have to be much heavier before any relief can be given to the present condition. Stocks will also have to be much lower before any settled quotations are given. Present prices are 50 per cent. off Montreal list with most jobbers, but better quotations are obtainable for quantity, and a net price list is used by others. Montreal list is given on current market page.

Paints and Varnishes

Montreal.

Better progress continues to be made in ready mixed paints and varnishes, sales gradually increasing from week to week. One manufacturer stated to Hardware and Metal that the number of orders received is quite favorable, but they are smaller than last year. This, he stated, was more or less looked for, but showed that dealers were buying, if very cautiously. The weather permitting outside painting is required now to increase the consumption, necessitating dealers to buy, as it is quite apparent they are only ordering in sorting quantities. Prices on all lines are remaining steady.

Toronto

TORONTO, March 17.—There is little change in paint prices or in the allied products, and it is felt that prices have become steadier and have apparently reached the limit of decline for the present. There will possibly be fluctuations in prices, but material changes are not expected. Linseed oil is quoted at a slight reduction from last week, but turpentine is unchanged. The demand for both is not as heavy as it should be at this season. Shellac continues to be quoted at a lower level. A better demand for paint products is reported, and not only are travelers sending in better orders, but mail orders show an increase, which is a significant sign.

Prepared Paints Improving

Toronto.

An improvement is reported in paint and varnish sales, although the bulk of the orders are smaller than last spring, but under present conditions this is only natural. A larger number of orders by mail are stated to be coming along, and is a sign that retailers who have neglected to place their orders up to the present are beginning to feel the spring demand. No further changes in prices are recorded, and it is not expected that present quotations will vary much for awhile.

White Lead Prices Hold

Toronto.

Prices are holding steady at recent change on white lead in oil. Sales are stated to be slowly improving, though orders are smaller than is usual at this season of the year. Quotations will be found on current market pages.

No Change in Putty

Toronto.

No further changes have been made in putty prices, and little alteration is shown in the demand, which is light at present. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

No Further Glass Changes

Toronto.

No new developments are reported in window glass markets. A better feeling is evident among the wholesalers and they look for a larger demand from now on as spring approaches. Many believe that the present low quotations will no be maintained, and look for an adjustment in prices. Quotations here are generally 60 and 10 per cent off old list, although net prices are quoted by some dealers.

Sprayers and Insecticides

Toronto.

The new prices for Paris green were given in last week's issue of Hardware and Metal, and will be found in this issue in the current market quotation pages. The prices for arsenate of lead, arsenate in paste, lime sulphur, dry and other insect destroyers for spraying plants and bushes and trees are now out and are as follows:

Arsenate of Lead, Dry—½-lb. cartons, 100 lbs. to case, per lb., 46c; 1-lb., 44c; 5-lb. drums, 41c; 25-drums, 36c; 50-lb. drums, 34c; 100-lb. drums, 32c.

Arsenate of Lead, Paste.—1-lb. jars, 50 to case, per lb., 26c; 5-lb. jars, 10 to case, 23c; 25-lb. drums, 20c; 50-lb. drums, 18½c; 100-lb. kegs, 18c; 600-lb. barrels, 17c.

Lime Sulphur, Dry.—1-lb,. tins, 24 to case, per lb., 26c; 5-lb. tins, 10 to case, 22c; 25-lb. drums, 16c; 100-lb. drums, 14c; 250-lb. drums, 13c.

Kalickill, Drry.—Arsenate of Lime, Calcium.—½-lb. cartons, per lb., 39c; 1-lb. cartons, 37c; 5-lb. drums, 35c; 25-lb. drums, 32c; 50-lb. drums, 30c; 100-lb. drums, 28c.

Turpentine is Unchanged

Toronto.

No changes have been made here this week in turpentine prices. The Southern markets continue firm, although the market quotations there are down a trifle, but there is reported to be little offering. Producers claim that it has been selling at a loss, and are not anxious to sell. It is stated that the demand in local markets has been a little heavier and though the future trend is uncertain an upturn would not be surprising. The following, which are last week's quotations, are still in effect:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 97
5 gal. lots	1 05

Linseed Oil, Small Decline

Toronto.

A small decline of 3 cents per gallon is noted in linseed quotations. The demand is very light, although there should be more movement in this product at the present time. Consumers appear to be waiting until the last moment, although the crushers believe that the present prices are good buying. The flax seed market is a little easier and fluctuations are, it is said, to be expected. The present quotations on oil are the following:

	Raw	Boiled
1 to 2 barrels, per gal.	0 92	0 95
3 to 5 barrels, per gal.	0 91	0 94
6 to 9 barrels, per gal.	0 89	0 92

Less barrels, add 15 cts gal.

INTERESTING STUDY OF THE HARDWARE MARKETS

Continued from page 221

$9.50 and £52 7s. 6d. respectively, of last year. One has to go back to 1915 in the United States and 1913 in England to find prices corresponding to the recent low levels. On this metal also production is being curtailed and many mines are closed down.

Prices are back at 1913 levels in spelter. Recent quotations in New York were $5.10. A year ago they were $9. The high level was reached in this during 1915, when prices were over five times those of to-day. Owing to the low exchange rate and other causes Germany has been able to produce this at a cheaper rate than any other country, but the price has stiffened since the allied advance into the Rhine region.

The indications seem to be, then, that the declines have been halted on these metals, and though there may be further reductions in the manufactured product, many lines, especially those of lead, have already been lowered considerably.

Further Declines

In iron and steel products many believe that there will be further declines. It is pointed out that in many of these lines there has been little if any recession in prices, and though iron and steel in the primary markets has been steadily declining in price, lower costs seem still probable. High freight rates, exchange and labor costs are advanced in some quarters as reasons for the upkeeping of prices. It may be some time before the first two change much, but in many industries wages have been reduced and where they have not already been reduced revisions are being considered.

No one can predict future business conditions, and though hardware commodities may possibly show declines in many directions it would be idle to expect the declines that have been made in textiles or foodstuffs, for the reason that hardware prices did not advance in price to the same extent as these commodities.

Not Lack of Funds

It has been said that it is not for the lack of money that the people are not buying, as savings bank deposits have not been depleted. In fact in many cases they have been increased. It is because the public is not as yet satisfied with the stability of prices. There is, however, an immense potential demand that is bound to break through soon for all manufactured goods. Stocks on hand have been greatly reduced and in many cases to a point where replenishment is absolutely necessary.

With a fall in prices the trend of business usually seems downward, a point sometimes lost sight of is that with lower prices less business appears to be done, just as when prices were advancing the same amount of sales gave a larger turnover.

Another point is that recessions in prices enable the country to do more business with less money than was required a year ago. Continuance of war prices for merchandise in peace time is impracticable, and the law of supply and demand is being vindicated.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

USE OF ADVERTISING MATTER

Editor, Hardware and Metal.

There is considerable waste in illustrated circulars by some hardware dealers who do not use them to advantage. A visit was made to several stores to see the amount of circulation matter displayed in different parts of the city. A count of each pile was made and a week after a return visit was given these stores by a reliable advertising agency. Some had given out three, others seven, some ten, and with other kinds of circulars the count remained the same. Every manufacturer and dealer knows that any kind of printing is high in price at the present time and it is all done with the purpose of assisting the dealer. A wholesale house had a small parcel returned the other day and on opening, the parcel was found to be half filled with expensive color cards, vacuum sweeper booklets and other advertising that was furnished the dealer to help his trade as well as that of the manufacturer. The writer has noticed after visiting several stores that packages of illustrated matter were never opened or used in the proper season to get results. It is then wasted or thrown out. Every dealer should take this to heart and see that all advertising matter is properly distributed in the right season. Some expensive circulars are even used to wrap putty in.

The progressive retail hardwareman utilizes all advertising to fullest advantage by sending it out in envelopes or parcels. Perhaps some of our readers can furnish an improved method for distribution of illustrated helps to dealers.

SALESMAN.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W..	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE

No. 3, dozen	$ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	$13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 65
No. 4	28 30

COIL CHAIN

	Fireweld	Proof	B.B.B.
5-16 inch			19 40
⅜ inch	15 30		16 55
7-16 inch	13 15		16 15
½ inch	12 75		15 75
⅝ inch	12 00		13 65
¾ inch	11 25		13 40
⅞ inch	10 80		13 00
1 inch	10 40		12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 45
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 48c f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 57
No. 7, lb.	0 56
Nos. 8, 9, 10 12	0 55

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank
List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.35	7/8	2.10

DRILLS—Continued.

1/16.....	.90	29/32.....	2.20
15932.....	.95	15/16.....	2.30
½.....	1.00	31/32.....	2.40
17/32.....	1.05	1.....	2.50
9/16.....	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%			
5/32.....	$2.70	⅜.....	$ 8.50
⅛.....	3.00	7/16.....	10 50
5/32.....	3 50	½.....	13 00
3/16.....	4.00	9/16.....	15 50
7/32.....	4 50	⅝.....	18 00
¼.....	5 00	11/16.....	21 00
9/32.....	6 00	¾.....	24 00
5/16.....	7 00	⅞.....	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade.....	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 15%; Malleable bushings, 25%; cast bushings, 25%; unions, 35%; flanged union, 7½%; pound goods, add 37½%; plugs, cast iron, 20%; plugs, solid, 10%; plugs, countersunk, net; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 60	0 75
B	0 25	0 35
C	0 16	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face..	4 25
Over 50 lbs., 2¼ to 3" face..	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Less 10%.

HANDLE (WOOD)

All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3 inch	0 95	0 95
4 inch	1 15	1 05
5 inch	1 35	1 25
6 inch	1 65	1 40

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.

Discount, 15%.

F.o.b. Toronto, London, Hamilton and Montreal

HOES.. Grub	$10 50	$11 00

HOOKS, GRASS

	Canadian	Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	Price per keg No. 1 and smaller
		Less 20c.	
Light iron ...	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron ..	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel..	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only).	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.....$19 00	
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

86 x 96	25c per lb
80 x 96	25c per lb

Less than case, 50c per 100 lbs extra. F.o.b. Toronto.

Stocks scarce, these prices nominal

IRONS (SAD)

Potts, polished, per set $2 18	
Potts, nickel plated, per set..	2 30
Potts handles, japd., doz. ...	2 15
Common, No. 1, 4 and 5 lbs..	17 50
Do., 6 lbs. and up	15 70

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric

Model B, $7.50 list.

Classic, $8.00 list.

Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only 0 48	
Shelf Lock, 4 to 8 ft. only..	0 36
Faultless, 10, 12 and 14 ft..	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs 2 10-4 20	

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby....	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A ..	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand ..	18 00
Whirlpool, water power	32 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer..	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive.....	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	52 00

MOPS Doz. Net

Liquid Veneer $20 00	
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10 ..... 2 85	3 35
Crank wringing 8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch...	$1 50	2¾ inch...	$0 30
1⅛ inch...	1 40	3 inch...	0 20
1¼ inch...	1 15	3¼ inch...	0 15
1½ inch...	0 80	3½ inch...	0 10
1¾ inch...	0 75	4 inch...	0 05
2 inch...	0 60	4½ inch...	0 05
2¼ inch...	0 55	5 inch...	base
2½ inch...	0 30	5½ inch...	base
		6 inch...	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.20.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.

Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	49 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch...	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor..	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

	Per 100 lbs.
Monarch Sheathing, white	8 75
Do., gray	6 75
Straw Sheathing, heavy, dry	5 10

	Mont.	Toronto.
Imp. White Sheathing	$7 75	....
Imp. Grey Sheathing	5 75	....
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide		8 75
Asbestos Sheathing		13 50
Carpet Felt		6 50
Tarred Felt, 7, 10 and 16 oz.		5 35

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 49, March 1, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 07	7 17	5 91	8 01
⅜ in..	5 07	7 17	5 91	8 01
½ in..	6 76	8 29	7 95	9 48
¾ in..	8 34	10 41	9 95	12 02
1 in..	12 33	15 39	14 71	17 77
1¼ in..	16 68	20 82	19 90	24 04
1½ in..	19 94	24 89	23 79	28 74
2 in..	26 83	33 49	32 01	38 67
2½ in..	42 41	52 94	....	....
3 in..	55 46	69 23	....	....
3½ in..	70 38	86 94	....	....
4 in..	83 39	103 01	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 43	$37 19	$35 71	$42 37
2½ in..	45 92	56 45	54 11	64 64
3 in..	60 05	73 82	70 76	84 53
3½ in..	72 22	88 78	85 10	101 66
4 in..	95 57	105 19	100 83	120 45
4½ in..	99 70	1 24	1 30	1 54
5 in..	1 16	1 44	1 52	1 80
6 in..	1 51	1 87	1 97	2 33
7 in..	1 96	2 44	2 53	3 01
8L in..	2 06	2 56	2 66	3 16
8 in..	2 38	2 95	3 07	3 64
9 in..	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in..	3 40	4 22	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	
Prices nominal, Montreal, Toronto	
Do., 60 sheets	$11 25 $11 25
Ordinary, 52 sheets	11 00 11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 65	$4 05
No. 3	4 05	4 60
No. 4	4 85	5 05

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 13
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 in 1), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.		7 65

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto. Montreal, London Welland, Hamilton

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 50
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gapge	11 50	10 50
26 gauge	11 25	10 25
24 gauge	10 65	9 85
22 gauge	10 30	9 40
18 and 20 ga.	9 60	9 25

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M.	$16 50

STANDS, WASHTUB

Dowswell, doz.	$47 25

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$ 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast	Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz.	$3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00

SWEEPERS, VACUUM (Bissell's) — Doz.

Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	65 and 15%
Revised Hardware Tack List adopted Jan. 20, 1920	65 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	35.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER — per ft.

550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible]	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in. $13.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 45% t.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 50	$7 00
Section, ½ lb., per 100 lbs.	5 50	5 50	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

PAINTS, OILS, VARNISHES, GLASS, ETC.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-20
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 85
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass, Toronto, 60/10%; London, 60/10%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list: cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80		27 00
81 to 84		34 00
85 to 90		36 50
91 to 94		37.25
95 to 100		43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb. 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2 15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. 6 00
Less, per lb. 0 09

SHELLAC	Pure white	Pure orange
Per bbl.	$5 00	$4 50
Gal. jugs	5 50	5 00

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B-H Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Plastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE
Cream, Polishing 0 22

WHITE

XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 90 lbs and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double" list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B. per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 00

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES
Globe ..... Discount 50%
Nicholson Gen..... Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 36
51 to 60 in.	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain Doz.

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 90
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap—3 in., $1.00 per doz. prs.; 4 in., $1.20; 5 in., $1.40; 6 in., $1.70; 8 in., $2.55; 10 in., $3.60.
Light Tee—3 in, $1.00 per doz. prs.; 4 in., $1.20; 5 in., $1.30; 6 in., $1.50; 8 in., $1.85; 10 in., $2.50.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 100-lb. tins, $18.10.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 93
36 in.	10 70

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	**Gallon**
Kerosene	0 24
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.: 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 67	8 01
⅜ in.	5 85	8 19
½ in.	7 88	9 54
¾ in.	9 72	10 02
1 in.	14 40	17 78
1¼ in.	19 44	24 03
1½ in.	23 27	28 80
2 in.	31 32	38 70
2½ in.	50 76	63 00
3 in.	66 60	81 90
3½ in.	83 70	103 05
4 in.	99 90	122 40
4½ in.	118 80	146 70
5 in.	138 60	171 00
6 in.	180 00	221 40

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 355, ...

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS	
No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	$8 30
12 gauge	8 30
14 gauge	8 35
16 gauge	8 45
18-20 gauge	8 95
22-24 gauge	9 00
2½ gauge	9 05
28 gauge	9 40

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	**Doz.**
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.00 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	**Victor Doz.**	**H. & N. Doz.**	**Jump Doz.**
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 85
14 in	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $7.85; No. 12, $8.10.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
16 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—30% off list.

	— Dozen—	
Always Ready	**Black**	**N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	**Doz.**
Universal	$49 50
New Eze	82 50
Regent	75 00



Remember—
"B" stands for

BOECKH'S BOAR BRISTLE BRUSHES

The Bristles Can't Come Out Of BOECKH'S BRUSHES

Since 1856 Boeckh's have been making superior brushes that satisfy merchants and their customers; brushes made of selected materials by skilled Canadian workmen, in a modern, thoroughly-equipped plant. Boeckh's Brushes sell and pay the merchant good profits.

BOECKH'S MAKE

"Steel Grip" Rubber Set Painters' Brushes, comprising Oval and Flat Paint Brushes; Oval and Flat Varnish Brushes, Sash Liners, etc., Stencil and Glue Brushes, etc.

"Rubber Set" and "Standard" Painters' Brushes, comprising Oval and Flat Brushes, Oval and Flat Varnish, Kalsomine, Whitewash, Sash, and all other kinds of Painters' and Paperhangers' Brushes.

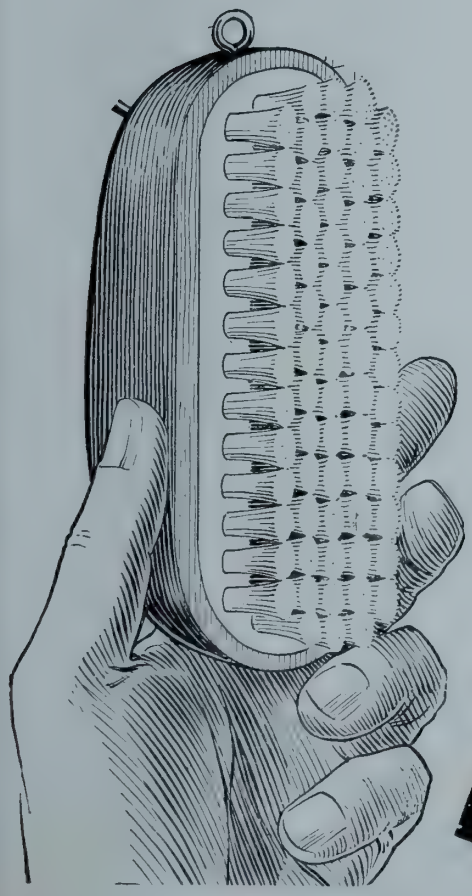
Floor Sweeping Brooms, Household Brushes, etc.; Toilet Brushes, including: Hair, Shaving, Hand, Flesh Brushes, etc. Horse, Dandy, Carriage, and Automobile Brushes. Machine and Factory Brushes, etc.

Catalogue and Handsome Display Card Sent Free

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856







PAINTS -- VARNISHES

Gloss and Flat Enamels Stains and Fillers

Painters' Peerless White



DRY COLORS

Colors in Oil and Japan

Automobile and Carriage Color Varnishes

In Fact We Manufacture
A Beautifying Protector for Everything Under the Sun

ARE YOU READY for SPRING TRADE?

"Save the surface and you save all" *Paint & Varnish*

Stock Up now with "Jamieson's Products" and be prepared to meet the demands of your district for the Spring house-cleaning season.

Jamieson's Products are in constant demand by consumers that are only satisfied with the best, and insure repeat orders, as they possess the desired satisfaction for both Dealer and Consumer.

Jamieson's "Painters' Peerless White" is far superior to any White Lead, as it is more durable, whiter, finer, covers better and is more economical. On outside work it will not crack or chalk off and on inside work it will not turn yellow.

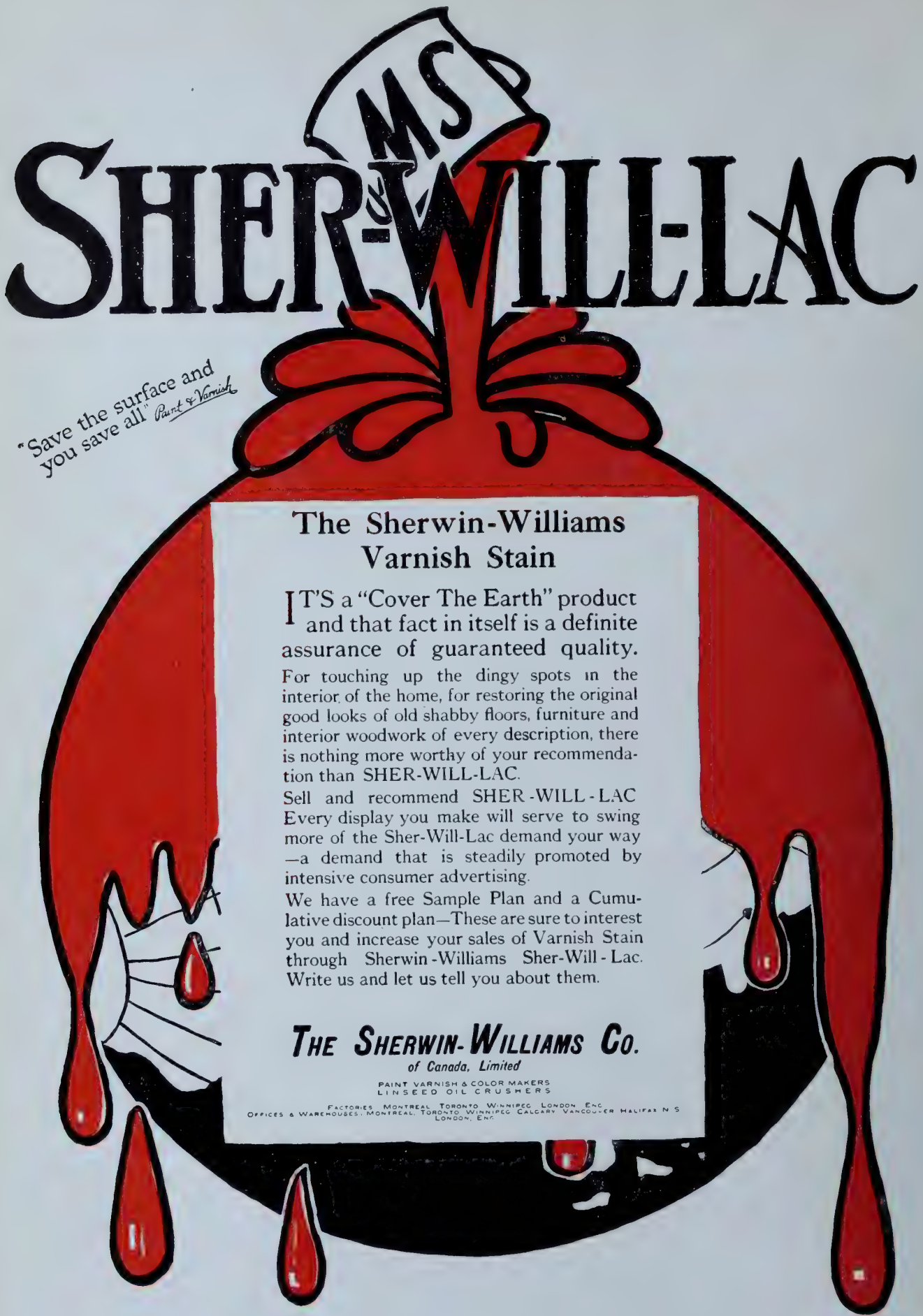
The Quality of "Jamieson's Products" is guaranteed by over sixty years' standing.

R. C. Jamieson & Company, Limited

Established 1858

Owning and operating P. D. Dods & Company, Limited

Calgary Montreal Vancouver


SHER-WILL-LAC
"Save the surface and you save all" Paint & Varnish
The Sherwin-Williams Varnish Stain
IT'S a "Cover The Earth" product and that fact in itself is a definite assurance of guaranteed quality.
For touching up the dingy spots in the interior of the home, for restoring the original good looks of old shabby floors, furniture and interior woodwork of every description, there is nothing more worthy of your recommendation than SHER-WILL-LAC.
Sell and recommend SHER-WILL-LAC Every display you make will serve to swing more of the Sher-Will-Lac demand your way —a demand that is steadily promoted by intensive consumer advertising.
We have a free Sample Plan and a Cumulative discount plan—These are sure to interest you and increase your sales of Varnish Stain through Sherwin-Williams Sher-Will-Lac. Write us and let us tell you about them.
THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES MONTREAL TORONTO WINNIPEG LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX N S
LONDON, ENG.



The Sherwin-Williams Standard of Value for Exterior Painting

COST PER GALLON is a false basis from which to measure paint values Far more important to the dealer is the **quality** of the paint he sells, whether it will satisfy the customer on the three all important points by which every paint should be judged—covering capacity, weather resistance and durability

Judge **S.W.P.** on that basis and it is the biggest paint value you can offer your trade **It covers one-third more area** than ordinary paints, **it lasts twice as long,** and therefore represents a real money saving in actual price as well as in labor cost for painting and repainting

Everybody knows S W P It's a "Cover The Earth" product and the Cover The Earth label is everywhere regarded as a guarantee for goodness

Turn this popularity to good account by identifying your paint department with S.W P and the other Sherwin-Williams Products Write to-day for particulars of agency offer and see the money making possibilities it offers you.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG LONDON ENG
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX N S
LONDON ENG

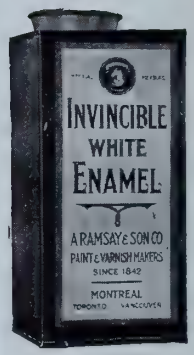




RAMSAY'S

Paints and Varnishes







"Save the surface and you save all" *Paint & Varnish*







The Right Paints To Paint and

A. Ramsay &

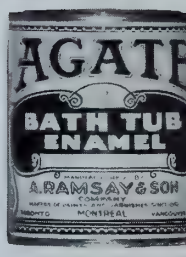
The All Canadian Manufacturers

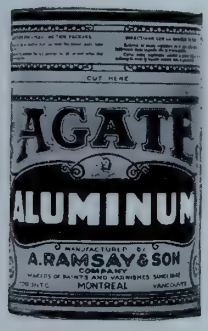
Montreal Toronto

EDMONTON DISTRICT—Revillon Wholesale Ltd. Edmonton.

CALGARY DISTRICT—818 8th Ave.





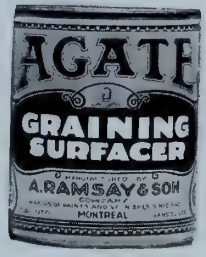


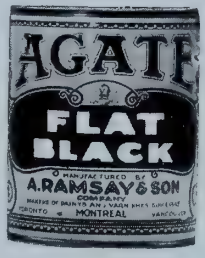
"Save the surface and you save all" *Paint & Varnish*



—And the good old AGATE Family!











and Varnishes
Varnish Right

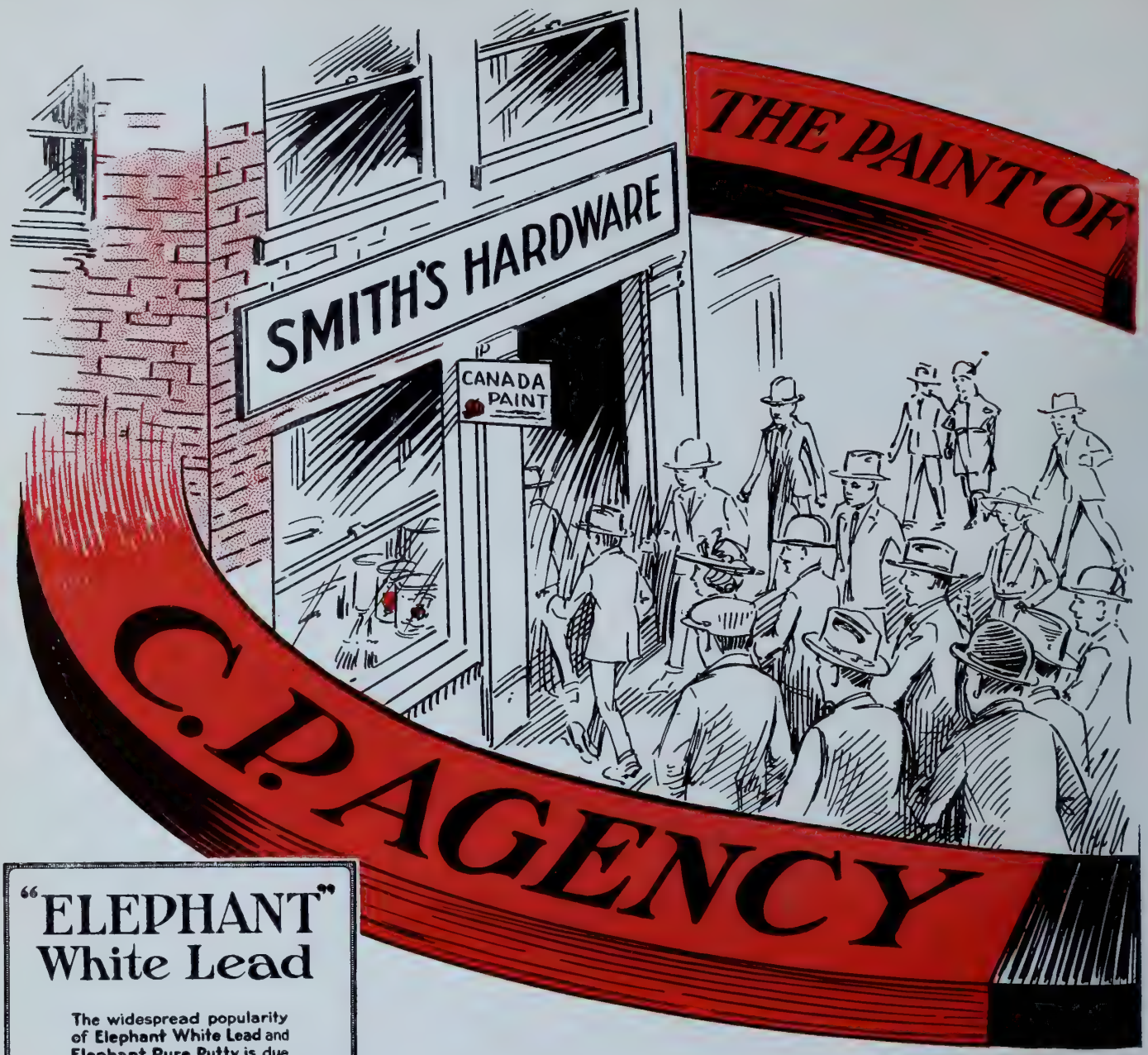
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of Paints and Varnishes since 1842

Winnipeg Vancouver

The McDonald Baker Co.
W., Calgary.

NOVA SCOTIA—Jas. Simmonds, Limited
Halifax, N.S.



"ELEPHANT" White Lead

The widespread popularity of Elephant White Lead and Elephant Pure Putty is due to the high standard of quality which is a distinguishing feature of all Canada Paint Products

Carry a stock of both on hand at all times

"ELEPHANT" Pure Putty

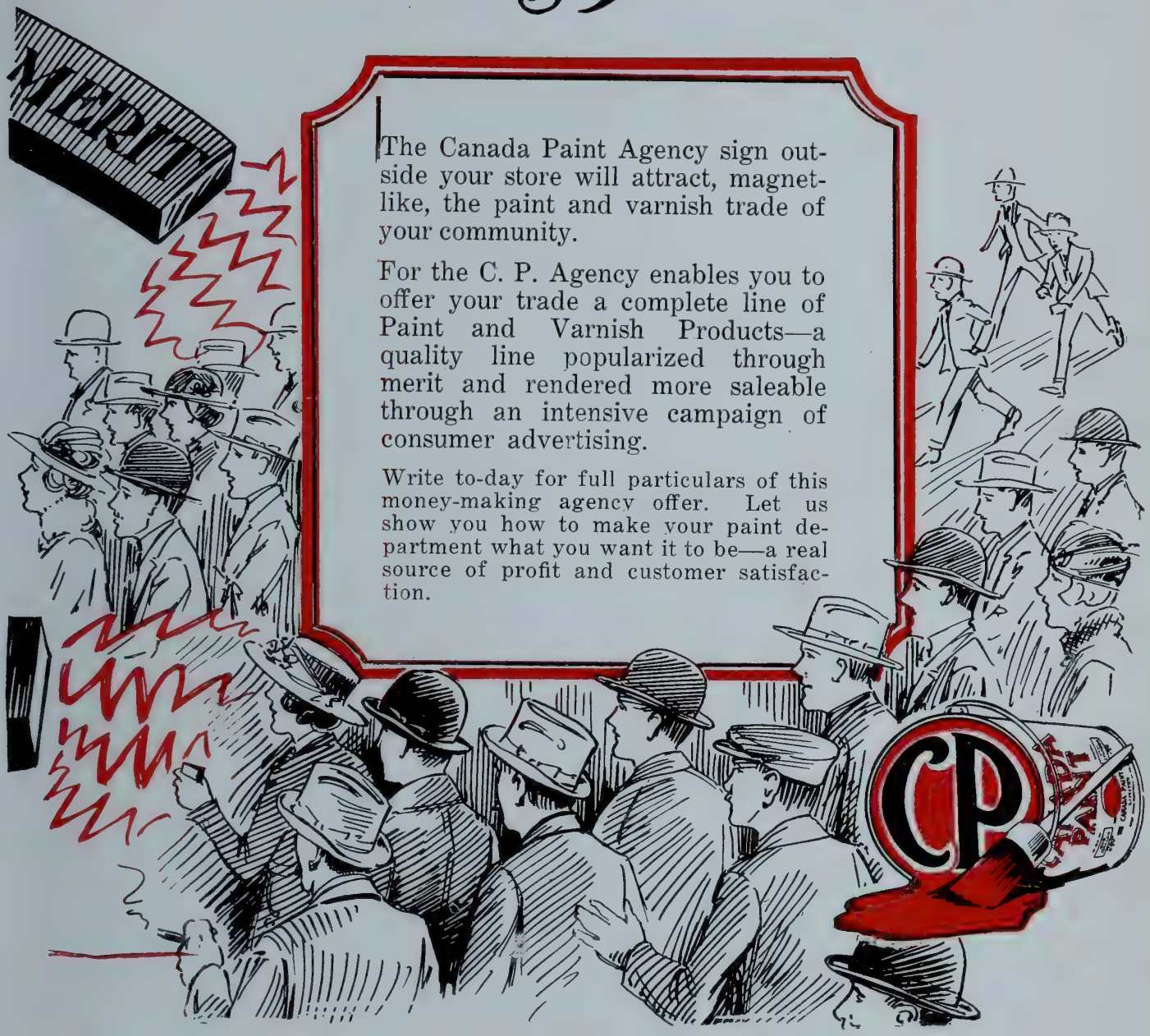
"Save the surface and you save all" *Paint & Varnish*

THE CANADA

Makers of the famous "Elephant

MONTREAL TORONTO HALIFAX

Get The C.P. Magnet Pulling for You



The Canada Paint Agency sign outside your store will attract, magnet-like, the paint and varnish trade of your community.

For the C. P. Agency enables you to offer your trade a complete line of Paint and Varnish Products—a quality line popularized through merit and rendered more saleable through an intensive campaign of consumer advertising.

Write to-day for full particulars of this money-making agency offer. Let us show you how to make your paint department what you want it to be—a real source of profit and customer satisfaction.

PAINT CO., LIMITED

Brand "Genuine White Lead

WINNIPEG CALGARY VANCOUVER

TRADE ELASTICA MARK.

PAINTS and VARNISHES



"Save the surface and you save all" *Paint & Varnish*

A Complete Line For Your Paint Department



Selling Elastica Products means just this—

That your shelves will be stocked with a complete line of Paints and Varnishes for every purpose.

A line Complete in every sense of the word, backed by Quality that never changes, widely known and as widely used, its salability still further strengthened by hearty co-operation on our part in the matter of consumer advertising and intelligent dealer selling helps.

In short—a line of Paint and Varnish Products that will make your paint department what it ought to be, the connecting link between your cash register and the paint buyer's pocket book.

If the selling possibilities for such a line appeals to you, write us to-day for detailed information concerning the Elastica Exclusive Agency Proposition.

INTERNATIONAL VARNISH CO. LIMITED.

VANCOUVER; HALIFAX TORONTO MONTREAL, WINNIPEG

MARTIN

100% PURE

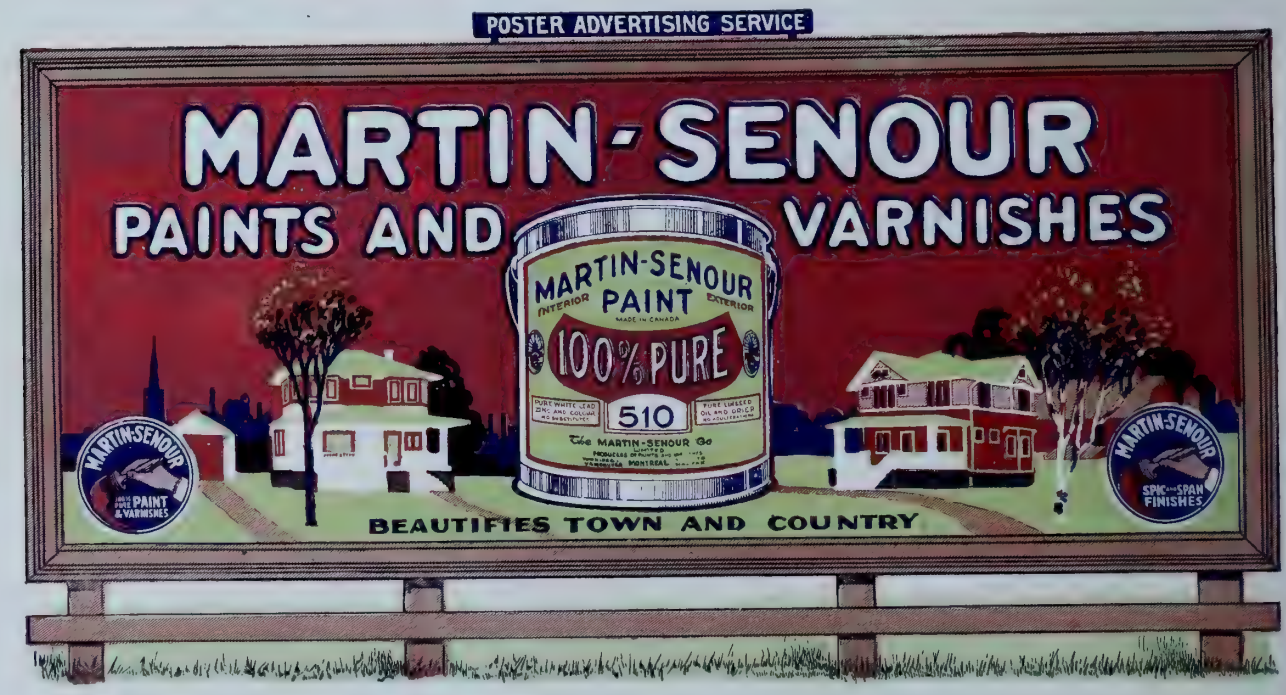
For Every

The completeness of the Martin-Senour line is a factor worth considering in the matter of bigger paint and varnish sales.

For no matter what painting job your customer has in mind you can fill his order with a Martin-Senour product ideally suited to the need.

And suited to it **exactly** because made for that particular purpose and made up to the M.-S. standard which your customers know to be the utmost attainable in Paint and Varnish manufacture.

One of the many Sales Pullers back of the M-S Dealer Agent —A Three-Color Martin-Senour Poster



SENOUR

PAINT & VARNISHES

Requirement of Your Trade

But aside altogether from the completeness of the Martin-Senour line and its quality there is the added force of convincing **Consumer Publicity.**

We have every confidence in the sales-creating value of this year's Publicity Campaign. Among the mediums employed to carry the Martin-Senour message to the Paint Buyers of Canada will be newspapers and magazines, poster showings, painted bulletins, mailing campaigns direct to consumer, window trims, show cards, outdoor signs, etc.

If you are not already a Martin-Senour man and if you have any reason at all to believe that your paint department is not producing at full pressure, write us now for full details of the M.-S. Agency Proposition.

Made in Canada
Sold on Merit



"Save the surface and you save all" *Paint & Varnish*

The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



"Save the surface and you save all"—*Paint & Varnish*

For Every Purpose for

RANKING almost as important as the quality of B-H Products, is the completeness of our line.

There is a guaranteed product suitable for every requirement of the painting trade.

It is not necessary to "Scout around the Trade" for Somebody's Outside Paint, So-and-So's Varnish or White Lead—when you

Write for particulars of our Agency Proposition — let us tell

BRANDRAM

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY



"Save the surface and you save all"—*Paint & Varnish*



Which a Brush is Used

place an order with Brandram-Henderson, you are dealing with a house that specializes in products of proven quality for every kind of surface—exterior or interior.

We do not merely supply you our goods and leave you to work out your own salvation in the disposal of them — we actually sell them to your customers by means of our regular campaigns of advertising.

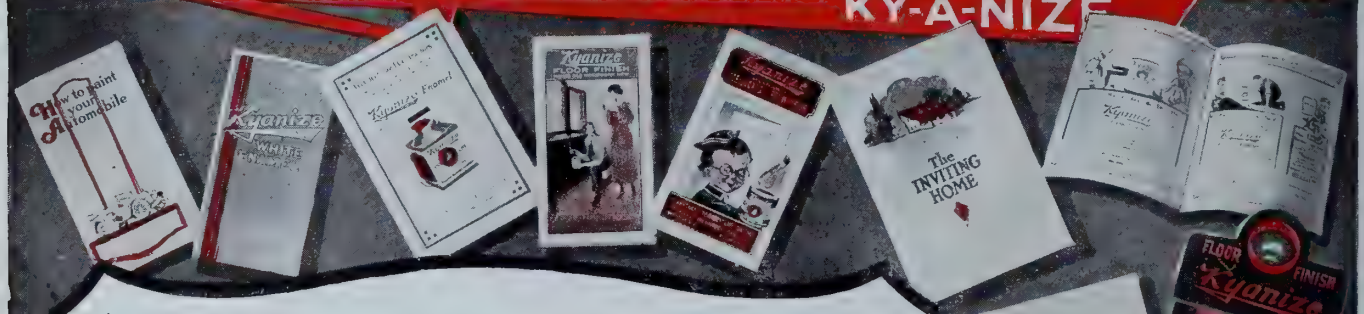
you all about it. Full information will be sent on request.

HENDERSON
LIMITED
TORONTO WINNIPEG
EDMONTON VANCOUVER



Kyanize

KY-A-NIZE



"Here Are a Few of Our Helps"

—Winthrop Wise

Every effective means of bringing business is included in our plans this season. A bigger campaign in the most influential magazines in the country, smashing window displays, signs, cut-outs and trims. A completely dove-tailed campaign, every inch of it.

Kyanize KY-AN-IZE **VARNISHES and ENAMELS**

This line offers the aggressive merchant—one only in each locality—the means of doubling his varnish and enamel business. Highest quality that can be put into a can. One dealer in each locality only receives the benefit.

Hustling Dealers—Write For Our Agency Plan

There's a genuine opportunity for an aggressive merchant in every town where there is now no Kyanize Agent. Our proposition has doubled and tripled the varnish and enamel business of other dealers. It can do the same for you. Write us to-day—NOW—for particulars. We have something to interest you, if there is now no Kyanize Agent in your locality.

Boston Varnish Company, Everett Station 49, Boston, Mass., U.S.A.

Canadian Wholesale Distributors:

J. H. Ashdown Hardware Company, Limited
Winnipeg Edmonton Calgary Saskatoon

Bogardus Wickens, Limited. Vancouver, B.C.
Robertson, Foster & Smith, Limited. St. John, N.B.
Townsend Paint Manufacturing Co. Montreal, P.Q.
Sturgeons Limited, – Toronto, Ontario.



GLIDDEN



GLIDDEN
EVERYWHERE ON EVERYTHING

Confidence in Paint

Because the name Glidden is known throughout the Dominion for good quality in paint and varnish materials is one reason why you can have every confidence in Glidden Endurance Paint. Glidden Varnishes stand in high esteem by painters everywhere. So with Glidden Enamels. Glidden Jap-a-lac is a household word. This name also stands for Paint—Glidden Endurance Paint—a pure lead and pure zinc paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability.

Not the cheapest paint you can sell per gallon, but by far the most profitable paint you can handle when "turnover" and general consumer satisfaction are considered.

Let us mail you our special paint proposition.

Glidden Leading Products

Endurance Paint (Prepared)
Endurance Auto Finishes
Floorette and Wearette Varnishes
Japspar Exterior Varnish
Velvet White Enamel
Superior White Enamel
Flat Wall Finish
Insecticides

JAP-A-LAC
too

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches: Montreal and Winnipeg

PAINTS

If interested tear out this page and place with letters to be answered.

"Save the surface and you save all" Paint & Varnish

A Moore Agency



Attention! The Moore Sales

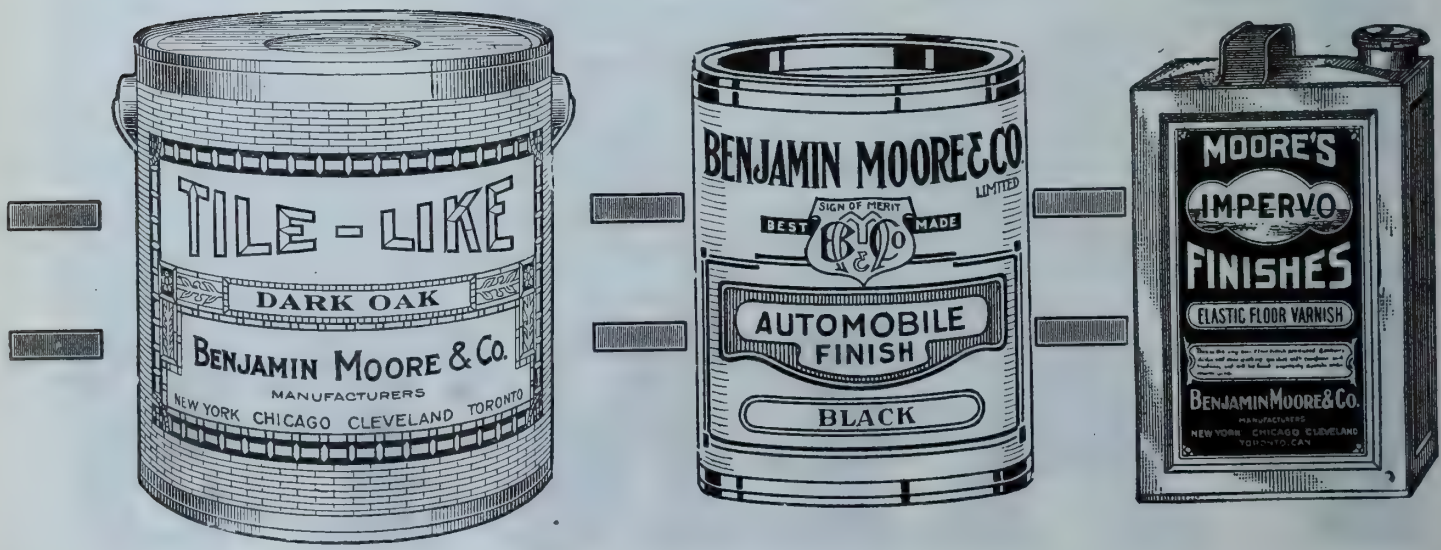
THE old reliable squad of Moore's sales-makers consists of high quality Paints and Varnishes for interior or exterior use; paints for wagons, barns, and automobiles; enamel for carriages, in fact everything in paints and varnishes for town or country.

Moore's Paints and Varnishes are fully guaranteed. Guaranteed that the quality is uniform, that the last brushful will give the same service as the first. A Guarantee that we back up with absolute satisfaction.

Dealers controlling a Moore Agency find Moore's Products easy to sell, customers are delighted with the way in which Moore's paints save-the-surface.

A Moore Agency is a paying game, and the coming season of spring house-cleaning will make the cash register ring for the hardware dealer whose counters and windows show displays of Moore's Paints and Varnishes.

Housewives will need "Muresco," "Impervo Varnishes," "Morelustre Enamel," "Floor Paint," and the many other Moore renovators and household beautifiers.



Means Bigger Profits

"Save the surface and you save all" *Paint & Varnish*



Squad is Always at Your Service

The farmer will need "Barn Paint," "Wagon and Implement Paint" to give his barns and wagons a new lease of life. There is an unlimited number of prospects for Moore's Products in your town, whose business you should have. Send to-day for color cards and full information of the famous Moore squad of sales-makers—they can be of service to you.

Moore's Products include : "Impervo" Porch and Deck. "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Ask about our Agency Proposition

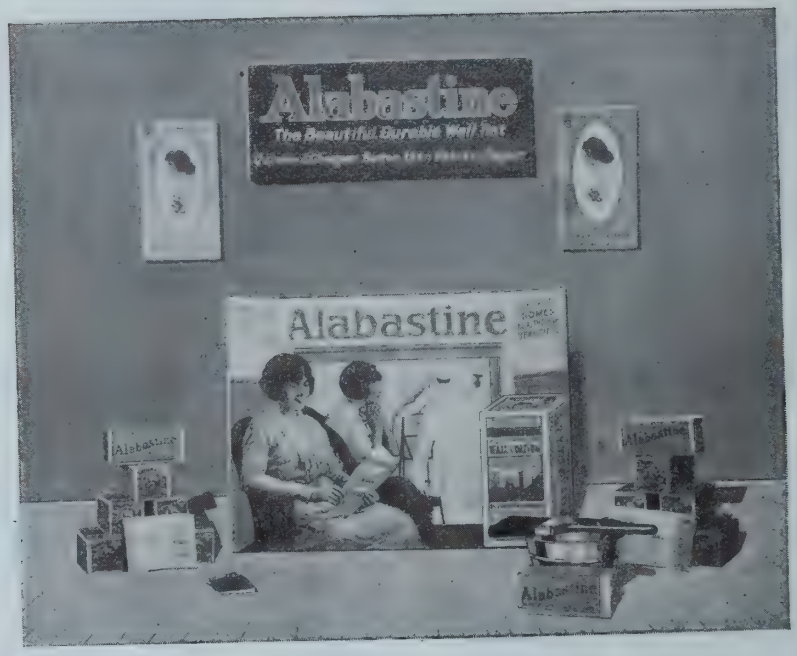
Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**





ALABASTINE sells freely this spring because it is economical. **People appreciate the big saving**—to do a room costs about one-third as much as papering and one-fifth as much as painting. One coat is usually sufficient to give a rich, beautiful tint. It is easily applied, spreads evenly, does not dry too quickly and leaves no brush marks.

Make use of these selling points. Send for this big new window trim.

Put your sales effort on a line that returns big profits and moves quickly right now.

The Alabastine Company Paris Limited

Paris - Winnipeg - Vancouver - Toronto

If interested tear out this page and place with letters to be answered.

There's Profit and Prestige in Handling the Complete Johnson Line



You're in business to make money. Johnson's Artistic Wood Finishes net you a substantial profit on every sale. But in addition Johnson Products are business builders—they make satisfied customers—repeat buyers—the kind that means a steady, continuous, profitable business to you. The greater variety of the Johnson line, too, insures more sales.



Everything bearing the Johnson label is of known, proved quality — not an experimental product of doubtful uniformity — but dependable and trustworthy. Selling the complete Johnson line gains prestige for you—for a store's customers judge it by the products it sells.

Advertising

The complete Johnson line will be extensively advertised throughout Canada. The leading magazines will carry the interesting Johnson story right into the homes of the people who are your logical customers. By displaying all the lines in your store and windows you will be the final link in completing the sale.





Sales Helps

And in addition to the advertising there will be attractive sales helps — counter cards, window cards, booklets, folders, envelope stuffers, and many other features that will aid you in building up an interesting and profitable business in Johnson products. When you send in your order specify just what sales helps you need.

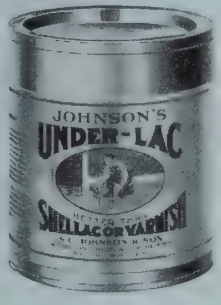


Johnson's Is a Quality Line

Johnson's Artistic Wood Finishes include everything necessary to transform unpolished wood into the most beautiful finished surfaces. Paste wood filler—wood dyes in all popular shades—prepared wax for floors and furniture—flat varnish—under-lac, a thin, elastic preparation combining all the good qualities of shellacs and varnish — Perfectone enamel—Perfectone under-coat—crack filler for floors and woodwork—Kleen Floor, a solution that removes spots, discolorations, etc., without harming the wood—Electric Solvo, a paint and varnish remover.



Every household needs Johnson's products continuously to keep it in spick and span condition. The housewife and the handy man, as well as carpenters, painters, etc., are prospective customers for the Johnson dealer.





Johnson's Prepared Wax in paste and liquid form supply thousands and thousands of households with the cleaner and polish that keeps them fresh, and new-like. Wherever there is furniture, wherever there is woodwork and floors—there Johnson Wax is needed.

Johnson's Car Savers—A Profit-Pulling Auto Accessory Line

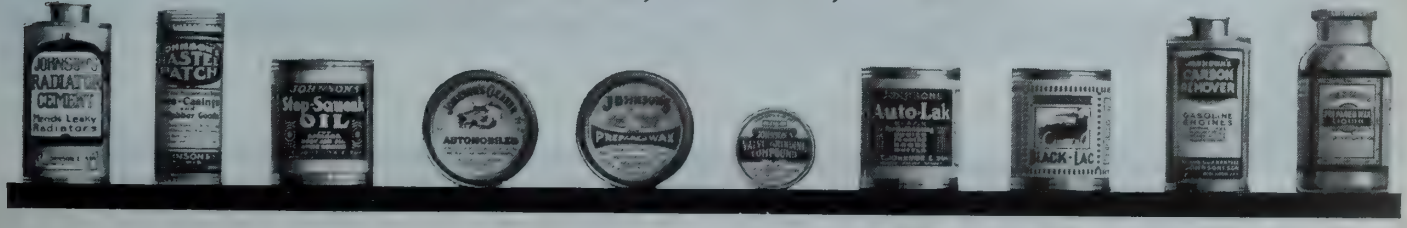
When you stock the Johnson line of Artistic Wood Finishes don't fail to include Johnson Car Savers—they are profit builders. You can handle them right in connection with the regular Johnson line without devoting much space to their display or tying up much of your capital.

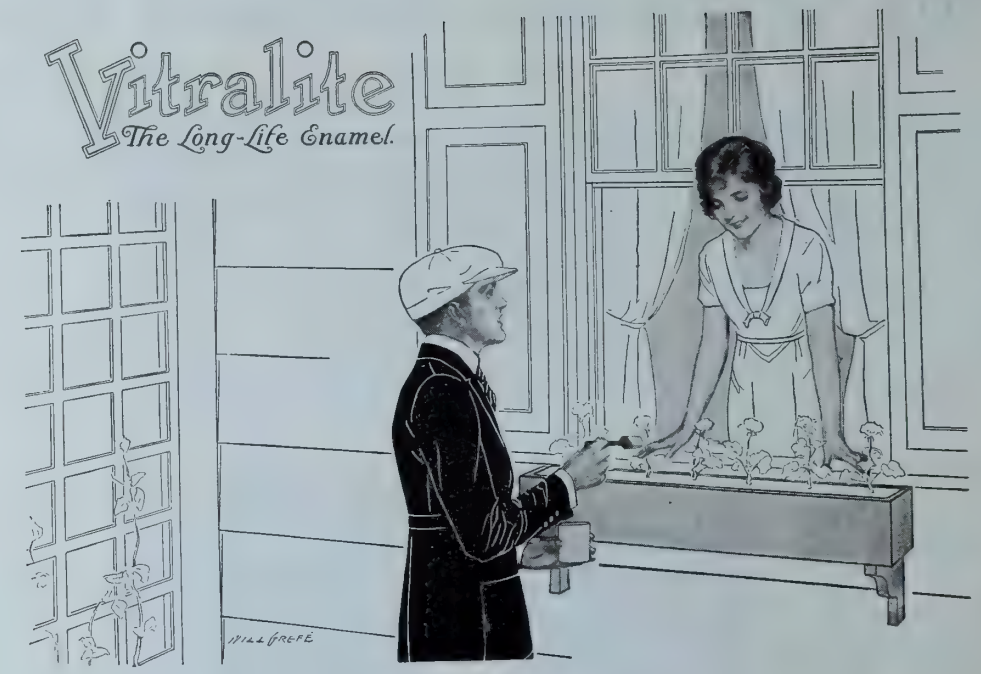
Johnson's Carbon Remover has proven itself a ready seller wherever it is displayed. It is a clean, highly efficient method of removing carbon. You can sell it easily.

Johnson's Black-Lac—the perfect top dressing, **Johnson's Stop-Squeak Oil** — reduces the liability of Spring breakage, **Johnson's Radiator Cement**—the liquid radiator mender and **Johnson's Prepared Liquid Wax** for body polishing—all are ready sellers. Send for full particulars about our attractive dealer proposition.

S. C. JOHNSON & SON, LTD.

BRANTFORD, ONTARIO, CANADA





Tommy and Betsy are in Your Town

You know this always interesting couple — originated by Pratt & Lambert and made familiar to the whole country by national advertising. But do you realize that they really live in your own community? — that every household where their message is read, becomes a Tommy and Betsy household so far as the purchase of Vitralite Tints is concerned?

And the number of these families in your town would surprise you. Step into any better-class home and you will find at least *one* of these magazines: Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's or World's Work. Tommy and Betsy are in them all — creating better-class trade for you in a season when better-class business is particularly welcome.

The introductory proposition on Vitralite Tints is worth knowing about. Tell us to send the details.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-Inc.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

FLINT EASIFLOW VARNISH STAIN





Every Merchant wants a leader—here is one

The turn of merchandising events occasionally brings a profitable sales opportunity.

Many Jobbers and Retail Merchants have investigated the Flint Easiflow Varnish Stain Proposition, have seen in it an opportunity for large and profitable sales and have placed their orders for immediate delivery. In justice to yourself, Mr. Hardware Merchant, it will be well for you, too, to investigate.

Our proposition includes Color Cards in which the five stains are shown on actual wood chips and also a very handsome Slat Rack which will be a rare addition to your store.

Easiflow is a genuine high grade product at a low price and is rapidly getting onto the shelves of the hardware stores. Now is the time for you to write us for full information.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

FLINT STAINS

If interested tear out this page and place with letters to be answered.

O.P.W.



The Paint Dealer means as much to the morale of a town as the Minister

Paint ain't all he carries. On his shelves there's cheerfulness, pride and sunshine—darned good things for a man or a town.

The Paint Dealer don't press your pants or shine your shoes, but, in a roundabout way he influences those things. A well-groomed home and a well-groomed man are usually connected, and the well-groomed woman ain't so far away. And, most often, they live in a well-groomed town where the Paint "Minister's" on the job with his text "Paint Up and Clean Up."

All of which brings us back to the Ottawa folk with the paints and varnishes that put weight and substance into your paint sermons. O.P.W. lines sell well and stay sold, and O.P.W. dealers stay with the goods. The Ottawa folk keep the friends they make, and it ain't only the goods—it's the selling co-operation, good feeling, and right prices.

Invite us along and talk it over.

Says Ottawa Pete:

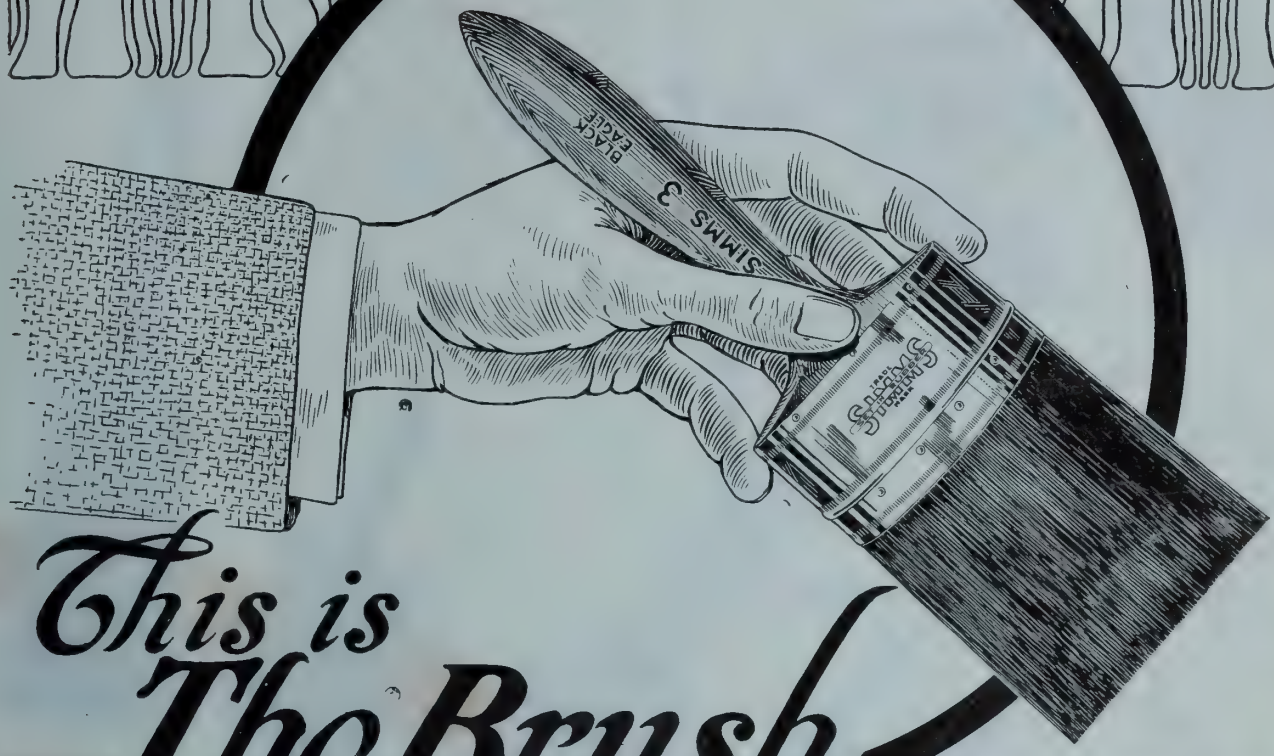
OUR PAINT WILL
"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works
Limited

OTTAWA, CANADA

Branches: MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.



This is The Brush

that makes big profits for the dealer, satisfies his customers, and brings them back with repeat orders.

The dealer who sells Simms Brushes enjoys the confidence of his customers and gains a reputation for handling high quality goods.

TRADE SIMMS MARK
SET IN RUBBER

PAINT and VARNISH BRUSHES

are made of the best quality bristles, carefully selected for length and flexibility — indestructibly set in rubber, reinforced with a steel ferule, making it impossible for a single bristle to loosen and come out.

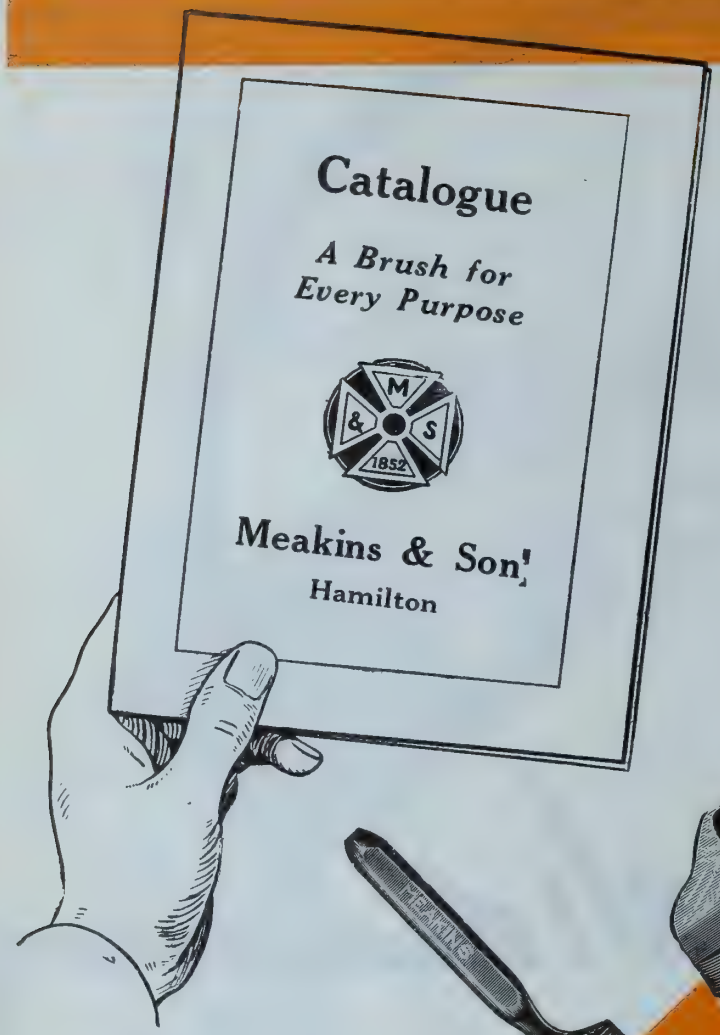
Feature these Better Brushes that build bigger business.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 55 Years

Head Office: St. John, N.B.
Winnipeg Office: Hammond Bldg., Winnipeg, Man.
Branches : Montreal Toronto London

If interested tear out this page and place with letters to be answered.



The Meakins

Catalogue is a sure guide to successful brush business. In its many illustrated pages may be found brushes for every purpose, from scrub brushes to paint brushes.

Order

Sort up for Spring! The number of successful sales in your brush department this Spring depends on how early you order your stocks and how complete they are. Well-assorted stocks ordered early allow you plenty of time to arrange attractive window displays. Brush consumers have learned to associate Meakins Brushes

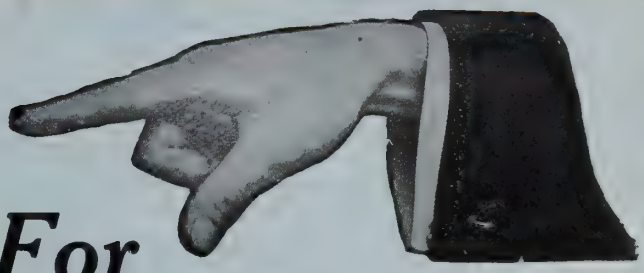
Write for Complete Catalogue

Meakins & Sons, Limited

Warehouses:

WINNIPEG LONDON TORONTO VANCOUVER

Send For This!



We will gladly mail this complete catalogue on request. Make this Spring a record for sales in your brush department. You can do it with the Meakins line.

Early!

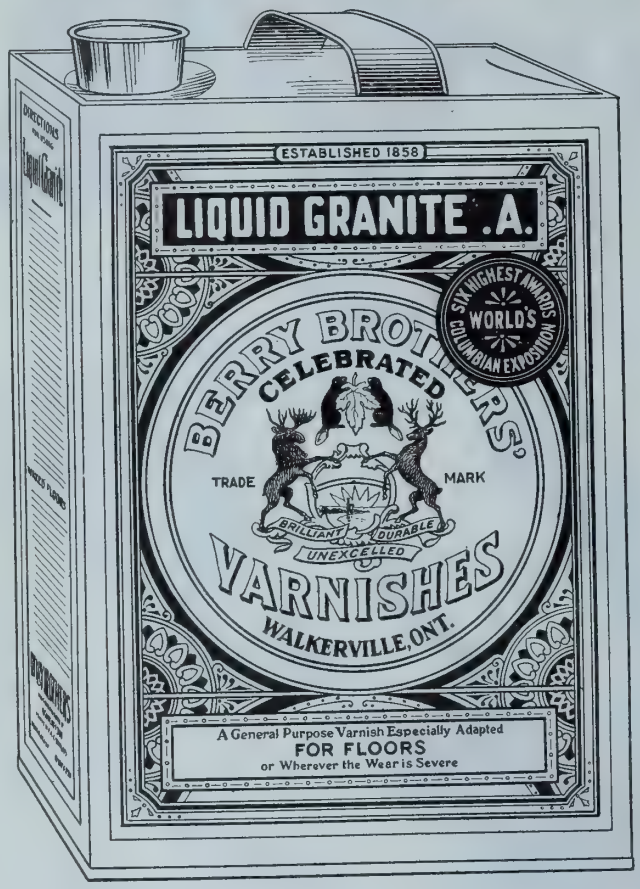
with satisfaction. They know that the bristles will stay in. With Meakins Brushes they have no good work spoiled with bristles adhering to the surface. Altogether they give perfect satisfaction to the customer, good profit to the dealer, and assure repeat orders.

Order through your Jobber

Hamilton, Ontario

PILKINGTON BROS., Calgary, Alta., MONTREAL

Meet Spring Demand



for Floor Varnish with *Liquid Granite*

Has no equal for Durability and Beautiful Finish—equally good for Wood, Oilcloth or Linoleum—will not discolor, wear or scratch with hard usage.

A Dominion-wide advertising campaign of Liquid Granite and other Berry Brothers Varnish and Paint Specialties is creating a big demand which dealers will have to meet.

Keep your shelves well stocked with—

LIQUID GRANITE—The best and most durable floor varnish made.

LUXEBERRY WHITE ENAMEL—Comes in high gloss or egg shell finish, for use on wood, plaster, cement or metal.

BERRY CRAFT—A beautiful stain finish for all woodwork—wide variety of shades.

BERRY BROTHERS AUTO COLOR VARNISH—Unsurpassed for quality; comes in ten colors.

Write for Prices

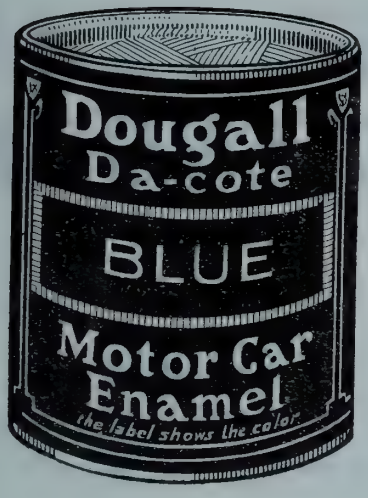
BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

Established 1858
Known all over the World

If interested tear out this page and place with letters to be answered.

Dougall

For Spring Displays



A creamy, brilliant enamel for home painting of automobiles. Made of high grade varnish and pigments and ground so fine that it flows smoothly and evenly from the brush without any laps or brush marks.

Any car owner can restore newness and beauty to his car by means of

Dougall Da-Cote

Made in ten popular colors, from among which it is a simple matter to select almost any combination desired.

You'll be asked for Da-Cote. A good window display will connect you with your rightful share of a growing demand created by the widespread advertising of Da-Cote in magazines and motor publications.

We'd like to send you all particulars regarding the Da-Cote selling proposition. Write us about it to-day.

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Da-cote

If interested tear out this page and place with letters to be answered.

Livingston

THE KIND YOUR GR



FOR 57 YEARS THE STANDARD

In the old days the name "Baden" signified everything good that could be said of linseed oil. It was the merchants' and the customers' guarantee that the oil was the best that could be produced.

Even to-day the name "Baden" is still the "buy word" for the older generation, but it is generally being replaced by the name of the originator.

This is the result of the expansion of the Livingston organi-

THE "BLUE BARRELS"—THE OUTWARD

The Dominion Linseed

BADEN TORONTO

If interested tear out this page and place with letters to be answered.

Brand Oil

ANDFATHER USED

RECOGNIZED LINSEED OIL



zation, covering, as it now does, the entire Dominion of Canada.

The name "Livingston" on a barrel of oil means that the contents represent the result of over half a century's experience in the manufacture of linseed oil. It means that it is the standard of quality through and through, and that it is absolutely guaranteed by the makers.

Your jobber can supply Livingston brand.

MARK OF THE INWARD QUALITY

Oil Company, Limited

MONTREAL WINNIPEG

If interested tear out this page and place with letters to be answered.

RUBBERSET

TRADE MARK

PAINT AND VARNISH BRUSHES



Thoroughbreds!

If you sell a man a paint or varnish brush that disappoints him—if the bristles come out and mar his work, if the brush disintegrates through the action of turpentine, varnish or oils—he blames **you,** Mr. Dealer, as well as the brush itself.

So it's best to be SURE.

The Bristles can't come out of Genuine Rubberset Brushes. They are embedded in vulcanized rubber—thus becoming part of the brush itself. They are thoroughbreds!

This Rubberset grip is impervious to heat or cold, to time, or the chemical action of any compound in which a brush can be used.

So when a customer asks for a brush—give him a RUBBERSET. When you hand it to him say: "Every bristle of this brush is gripped EVERLASTINGLY in hard rubber."

You can tell him that with the utmost confidence because back of every Rubberset Brush is this iron-clad guarantee—

"RUBBERSET MUST MAKE GOOD—OR WE WILL"

RUBBERSET COMPANY LIMITED

FACTORIES: TORONTO AND GRAVENHURST, CANADA

If interested tear out this page and place with letters to be answered.



"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Barn Red Paint

This is a dependable paint to sell your customers that have farm buildings and silos, fences, roofs, or bridges to cover. We manufacture "Hillcrest" Barn Red Paint from pure English Oxide of Iron; it will stand any climate, under all weather conditions. Five gallons will cover 1,500 square feet on wood, or 2,000 square feet on iron, with two coats. It dries with a hard, permanent finish.

We make this reliable barn paint, and our experience after forty years in business is that it is very good barn paint to tie to. We have learned that it serves the consumer with far more than satisfaction, and it has been our pleasure for many years to put reliable merchants on the road to success with this and other business-building products in the "Hillcrest" line. Ask the "Hillcrest" salesmen how it will pay to stock this line.

We Also Manufacture :

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Watch for our Semi-Monthly Bulletin next Saturday

Sanderson Pearcy & Co.
Limited
272 Van Horne St. (Corner of Dufferin St.)
West Toronto, Canada

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered.

Glass

Order Your Window Glass From Regina

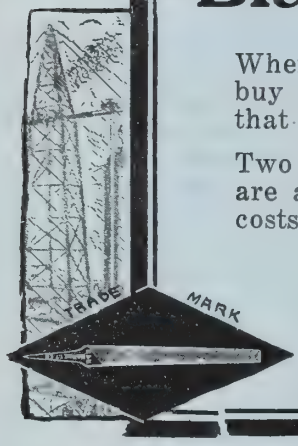
Western Dealers: Ordering your stock from Regina gives you more sources of satisfaction than merely that of loyalty to the home territory.

In the present market, with its declines, and rumors of declines, you will be handling small stocks, yet guarding against missing sales by not having the goods. Our location enables us to offer Western merchants the quick shipments that permit more and faster turnovers with a small stock.

Plate Glass *Wire Glass* *Figure Glass*
Window Glass *Plate Mirror* *and* *Wind Shields*

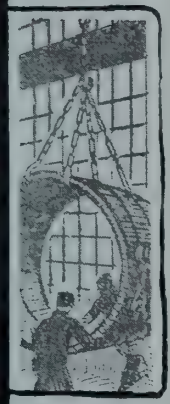
The Regina Plate Glass Company
REGINA

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

CARTER'S

Stock It For Your Painter Customers—

CARTER'S GENUINE DRY RED LEAD

A high grade Red Lead that is always pure and uniform. When mixed with pure linseed oil it furnishes an easy spreading and economical surface protection for iron work, metal work, steam pipes, etc.

The same standard of goodness is characteristic of the other Carter products—Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge.

Keep a supply of all four on hand. You'll find them worth while.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

If interested tear out this page and place with letters to be answered.

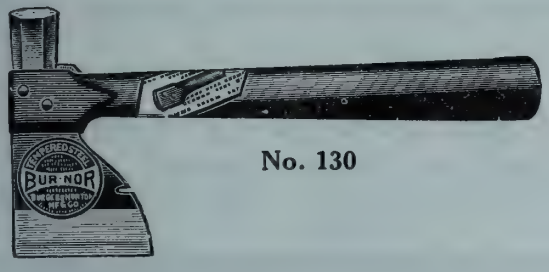
They Meet Every Test That Any Man Makes of a Hatchet!

FAIR PRICE
EXCELLENT CUTTING BLADE — STRONG CLAW
HARDENED HEAD — EVERLASTING HANDLE

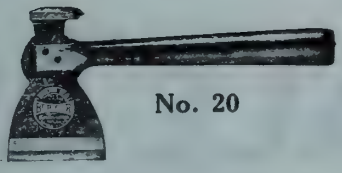
Never Breaks—Never Comes Loose

REGISTERED BUR-NOR TRADE MARK

ALL STEEL HATCHETS



No. 130



No. 20

Bur-Nors are priced to you so low that you can undersell wood handled hatchets—yet make a **bigger** profit.

Reinforced Steel Handle, riveted to blade and head, never breaks, loosens or comes out.

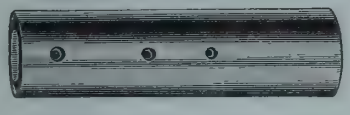
All styles for all purposes.

A display of **Bur-Nor Hatchets** in your window will amaze you at the results. They are just what every householder is looking for.

Write Us for Our Special Advertising Plan to Help You

For Your Automotive Department

B-N PISTON PINS





B-N Piston Pins are made by our special hardening process that insures long life. Absolute accuracy of size and specially ground surface.

1921 "B-N" SPECIFICATION CHART

is now ready. Gives piston pin data every shop and every store should have. Write for it.

B-N PISTON PINS are packed in sets for each car—one set in a carton for easy handling and stocking. Write for prices.

Burgess Norton Mfg. Co.

501 Peyton Street, GENEVA, ILL.

Canadian Funds Accepted at Par

If interested tear out this page and place with letters to be answered.



BOWSER

Spring Paint Oil Business is Here

Are You Ready for Your Share?

Spring always brings great activity in Paint Oil Trade. The dealer who best serves his customers is sure to attract more trade and larger profits.

Bowser Paint Oil Storage systems are business-bringers. They prevent evaporation, gumming, leakage and spillage. They keep oils Pure and Clean. They measure oil Accurately and Quickly.

A Bowser system will pay for itself in increased business and economical storage.

Write for detailed information.

S. F. Bowser Company, Ltd.

66-68 Fraser Ave., Toronto, Canada

Branch Offices in Principal Cities of the World

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

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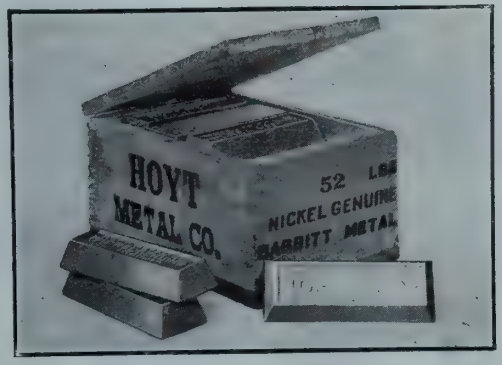
Fifty Years' Experience

These efficient and reliable alloys are the result of nearly half a century's experience—a period during which we have devoted our time to research and experiment in chemical, physical and mechanical fields in constant effort to find means of improving these dependable products.

Every element that enters into the different mixtures is carefully refined and combined in such proportion and relation to each other as will insure the most suitable alloy for the purpose for which it is designed.

HOYT METAL COMPANY

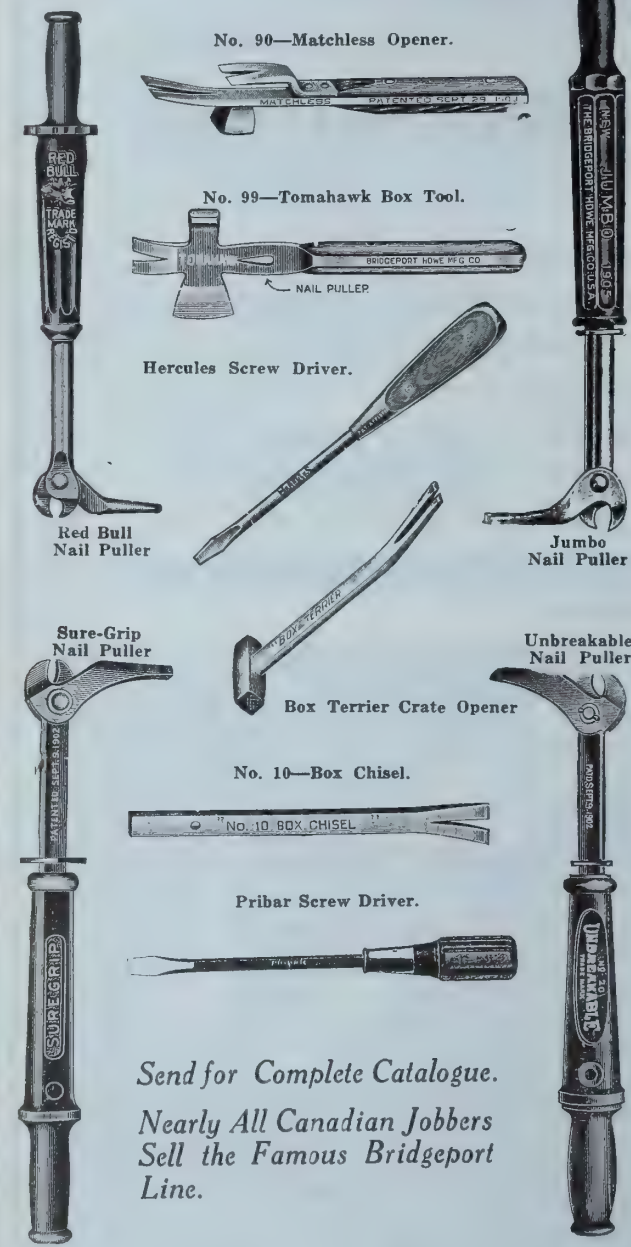
MONTREAL **TORONTO** **WINNIPEG**



If interested tear out this page and place with letters to be answered.

BRIDGEPORT

A Popular Line of Tools that Sell Themselves with Profitable Results.



Send for Complete Catalogue.

Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative: **W. J. Latimer**
122 Hilton Ave., Toronto

CURTIS
AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.**
2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.
3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.
4—Fan flywheel cools cylinder; increases capacity.
5—Inspectable valves, light weight, large area.
6—Valves cannot drop into cylinder and wreck machine.
7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.
9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.



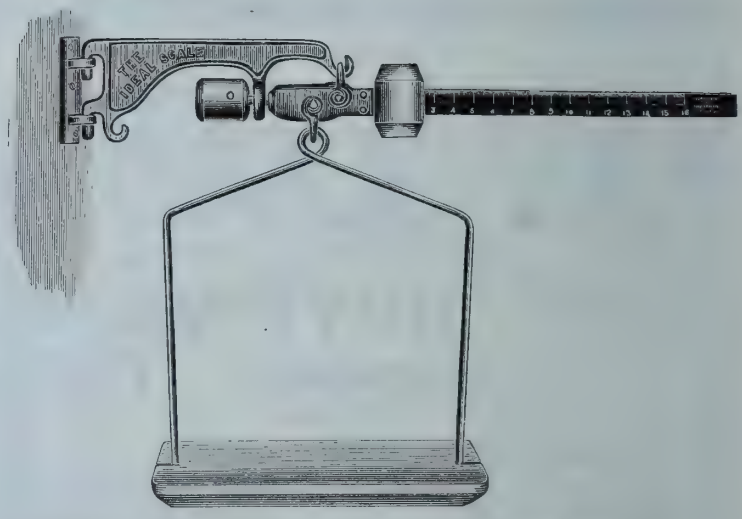
Welded Steel Pressure Tanks
For Air, Gas and Liquid

We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada



DEALERS! There is a Big Market for Household Scales

Are you in a position to fill the demand?

The Ideal Household Scale is the lowest priced and most accurate household scale on the market. A substantial, good looking article, which instantly commends itself. Its advantages are obvious. On the wall out of the way, two sockets being supplied with every scale to enable it to be moved. You can't afford not to stock this line. For further particulars, enquire of your jobber.

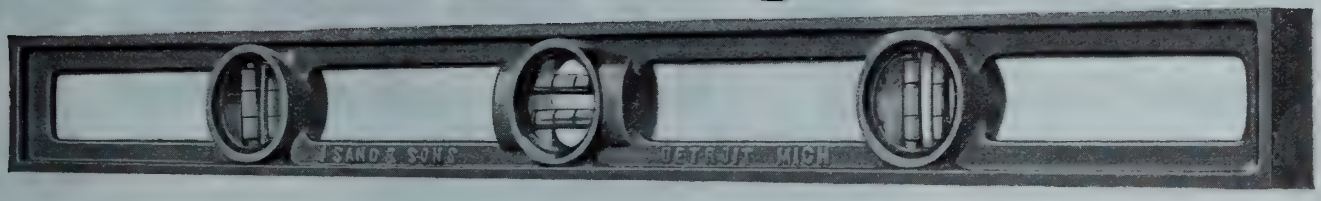
Manufactured by

BRAUN & BONNICK, LTD., 86 John St., Toronto

Hale Bros., Montreal, Eastern Representatives

If interested tear out this page and place with letters to be answered.

SAND'S



Announcement

To the Trade:-

Our Canadian friends will be pleased to know that their loyal support and patronage during the past two years has made it possible, and necessary, for us to open a factory in Canada in order to take care of our large, and rapidly growing, Canadian trade.

On March 15th, 1921, we will set the wheels of our Canadian factory in motion, and Sand's famous Levels will then become a Canadian product bearing the brand, "Made in Canada."

Our Canadian business will be known as Sands Level Company, with factory located at Walkerville, Ontario, and Sales Department located in Toronto.

The Sales Department will be conducted by Campbell Agencies, 33 Richmond Street West, Toronto, and our customers can rest assured of continued prompt attention and courteous treatment from that organization.

Spring orders already in hand will consume the production of our new factory until May 1st, 1921, after which date we will be in a position to fill rush orders promptly, and in future our sole aim will be to furnish such service as will be entirely satisfactory to our host of Canadian customers.

We solicit for the Canadian factory a continuation of the magnificent support given the mother company, feeling that, with all exchange difficulties removed, business will be greatly facilitated.

Respectfully yours,

Sands Level Company

Sand's Levels have noteworthy features that have naturally been developed in twenty-five years of leadership in level making.

Remember, in buying your level, that J. Sand & Sons, established in 1895, were the originators of Aluminum levels. Sands originated the Walnut level. Sands originated plate glass lenses to protect spirit glasses—to make them dustproof, dirtproof and waterproof. Sands originated the solid-set spirit glasses that require no adjustment. Sands originated wire, friction grip locaters at each end of the bubble.

Twenty-five years of experience insures their absolute accuracy.

Address all Correspondence to

CAMPBELL AGENCIES 33 Richmond West, TORONTO, Canada



LEVELS

If interested tear out this page and place with letters to be answered.

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Vol. 40. No. 4 **February 21, 1921** **64 Pages**



Demanding to be Shown

Proof—actual fact backing up claims of economy, quality, and value—is being demanded by farmer buyers for every dollar they spend. Necessity has restored the time-honored method of making sales by submitting evidence.

The firms listed here have been backing up their dealers' efforts by effectively presenting their sales facts to the best farmers of Western Canada through the pages of "The Nor'-West Farmer." Advertised goods are now leading the market because they have won the confidence of the farm trade.

This spring sales of cream separators, fence, paint, and engines will not be as great as they have sometimes been, but the dealer who handles the lines listed here can guarantee a good volume of business by coupling his own efforts with the dealer helps supplied him and the advertising appearing in "The Nor'-West Farmer."

It pays to keep tab on advertising in The Nor'-West Farmer--$1.00 per year

Advertised in The Nor'-West Farmer

CREAM SEPARATORS

International Harvester Co.
Fortuna Cream Separator Co.
Empire Cream Separator Co.
R. A. Lister & Co., Ltd.
Massey-Harris.
Renfrew Machinery Co.
The Sharples Separator Co.
Swedish Separator Co.
The De Laval Co., Ltd.

FENCE

Banwell-Hoxie Wire Fence Co.
Burlington Products, Ltd.
Brandon Safe Lock Fence Co., Ltd.
Canadian Steel & Wire
Frost Steel & Wire Co.
Ideal Fence & Spring Co.

PAINT

Alabastine Co.
Boston Varnish Co.
Brandram-Henderson, Ltd.
Canada Paint Co.
Canadian Oil Companies
Imperial Varnish & Color Co., Ltd.
Martin-Senour Co.
A. Ramsay & Son Co., Ltd.
G. F. Stephens & Co.
Sherwin-Williams Co. of Canada, Ltd.

ENGINES

Cushman Motor Works
De Laval Co., Ltd.
John Deere Plow Co.
Emerson Manufacturing Co.
Fairbanks-Morse
Fuller & Johnson
Gilson Mfg. Co.
Goold, Shapley & Muir Co.
International Harvester Co.
London Gas Power Co.
R. A. Lister Co., Ltd.
London Concrete & Machinery Co.
Manitoba Engines, Ltd.
Massey-Harris
Ontario Wind Engine & Pump Co.
Renfrew Machinery Co.
Robinson-Alamo, Ltd.

"Published to Promote Good Farming"

Winnipeg : THE NOR'-WEST FARMER LTD., PUBLISHERS : Canada

If interested tear out this page and place with letters to be answered.



TAPATCO
REGISTERED TRADE MARK
BRAND
COLLAR PADS

A Market Established For You

THERE is no doubt about sales and profits when you stock and display a good, sound article for which a continuous and well-defined need exists.

Tapatco Brand Collar Pads were made to supply an already existing market. Every horse owner is your prospect. He is interested for more than humane reasons alone; these efficient, reliable Collar Pads are his cheapest form of insurance against definite loss of money. A horse disabled, even for a day, by chafed, galled or bruised shoulders may cause business losses out of all proportion to the cost of prevention by Tapatco Collar Pads.

Made by

The American Pad & Textile Company

Chatham, Ontario

If interested tear out this page and place with letters to be answered.



Our New Line — The SANI-CAN

DEALERS having long recognized the merits of Perfection Oil Heaters, New Perfection Oil Cookstoves, Ovens and Cabinets, and New Perfection Water Heaters, will be glad to know that we have added the Sani-Can to the Perfection line.

The Sani-Can is a sanitary receptacle for garbage, refuse and rubbish; odor, germ and fly-proof. Heavy coated white enamel finish. A welcome addition to any kitchen. Nothing else like it—nothing else so good.

Convenient, too. Touch the toe-pedal with the foot and the lid is lifted. No bending or stooping required to place material in the can. When the foot is removed the cover drops back and showers a special deodorant on the contents of the can.

The Sani-Can is a fast seller everywhere at all seasons. One or more Sani-Cans are needed in each office, mill and store, as well as in every home. Our salesman will gladly demonstrate the Sani-Can and give you full particulars.

The entire Perfection Line of long-lasting, reliable, economy-makers provides good profits for dealers. Our dealer proposition is interesting. Ask for it.

The PERFECTION Line

New Perfection Cookstoves
New Perfection Cabinets
New Perfection Ovens
New Perfection Water Heaters
Perfection Oil Heaters
Sani-Can

THE PERFECTION STOVE COMPANY
LIMITED

Home Office and Factory:
SARNIA, ONTARIO

MONTREAL, P.Q. **WINNIPEG, MAN.**

If interested tear out this page and place with letters to be answered.

ANNOUNCEMENT!

Fawcett

We take pleasure in announcing, to the Hardware Merchants and Tinsmiths of Western Canada, that we are equipped with Warehouses and Show Rooms at Winnipeg, Calgary and Vancouver, carrying a complete stock of Stoves, Ranges, Heaters, Hot Air and Pipeless Furnaces.

FAWCETT Stoves, Ranges, Heaters and Furnaces have the highest reputation for quality, construction and honest workmanship gained from over sixty years' experience in Manufacturing.

All Hardware Dealers and Tinsmiths interested should write for our Catalogues and full information dealing with our line, also for exclusive Agency rights for their territory, which is our method of selling, backed by good service and every assistance possible to our customers.

A cordial invitation is extended to the Trade to visit our Show Rooms and Warehouses at address given below, where you will have an opportunity to examine our full line and see for yourself the high quality and up-to-date goods we have to offer.

Our Salesmen will be covering all Territories and we will appreciate your giving them a few moments of your attention when they call on you.

For Canadians **MADE IN CANADA** **By Canadians**

Factory: Sackville, N.B.

CHARLES FAWCETT LIMITED

WESTERN BRANCHES:

Winnipeg, Man.
171 Market St.

Calgary, Alta.
409 8th Ave. West

Vancouver, B.C.
1052 Homer St.

WRITE US TO-DAY.

If interested tear out this page and place with letters to be answered.

GLASS

GLASS—We are receiving regularly large quantities of Belgium glass. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

DELIVERIES—We can make immediate deliveries or spring import shipments.

PRICES—At a time when you want to buy at the lowest prices we urge you to place your orders with us. Our prices are attractive.

Write, Phone or Wire for Prices.

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

IF YOUR MESSAGE TO THE TRADE

is advertised in Hardware and Metal it goes by paid subscription to every wholesale hardware buyer in Canada and over 90% of the retailers. An examination of hardware-store displays, or inquiries in the stores, will convince you that these men invariably prefer to buy goods made familiar in the advertising pages of Canada's only weekly hardware trade paper.

HARDWARE and METAL

"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.



Lunch Hour at the "American Flyer" Plant

The making of "American Flyer" Railroads provides light and congenial employment for women as well as men. Toy making is now recognized as one of Chicago's important industries.

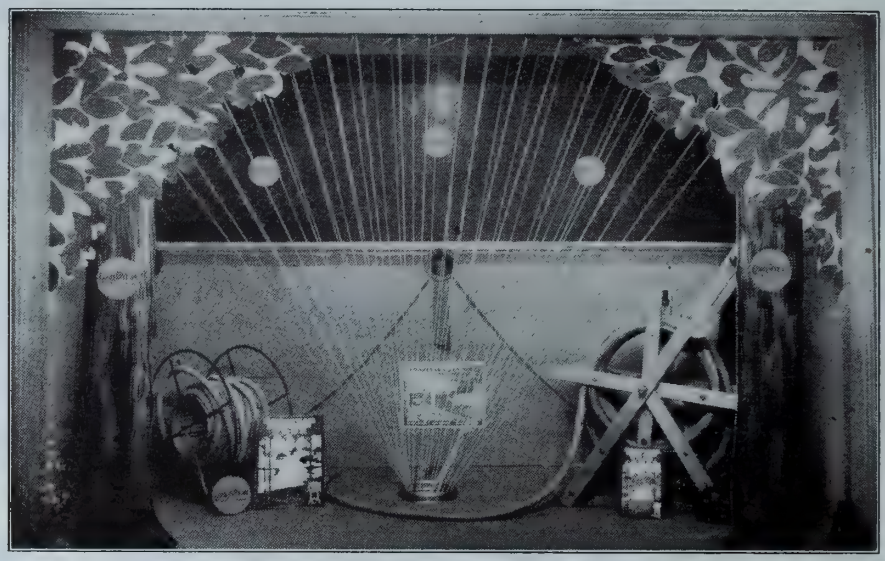
A SEVEN story modern factory in which 6,000 miniature railroads are made in a day—This means eleven complete train outfits a minute or eleven times as many trains as arrive and depart from Chicago's many depots per minute; and Chicago is the world's greatest railroad center.

"Made in America"
"American Flyer"
"The Train with the Guarantee"
MINIATURE RAILROADS
Registered U.S. Patent Office

The American Flyer Mfg. Co.

2219-39 South Halsted Street **Chicago, Illinois**

If interested tear out this page and place with letters to be answered.



Windows which sell garden tools

These displays are yours —for the asking

GOODYEAR

MADE IN CANADA

If interested tear out this page and place with letters to be answered.

Long Wear and Efficient Service Prove Goodyear Hose Economy

Dealers have found that Goodyear Wingfoot Cord Hose can be relied upon. This quality has made it particularly satisfactory to sell.

Goodyear 5/8-inch Wingfoot Cord Hose more than answers garden hose requirements. It gives a heavier flow of water than ordinary 1/2-inch hose at very little increased cost.

Contractors use it extensively because they can effect great savings in cost by using it for industrial purposes.

These things have given decided advantages in handling Goodyear Wingfoot Cord Hose.

We co-operate with our dealers in selling our products. Valuable help in window displays, beautifully colored showcards and posters, leaflets on garden tools are available to Goodyear dealers.

Phone, wire or write the Head Office. Our representative will call on you without obligation.

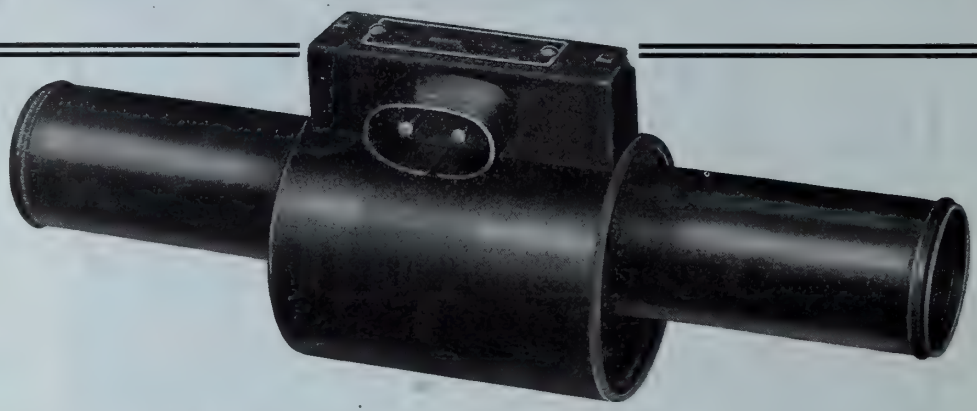
The Goodyear Tire & Rubber Co.
of Canada, Limited
TORONTO - - ONTARIO

CORD HOSE

If interested tear out this page and place with letters to be answered.

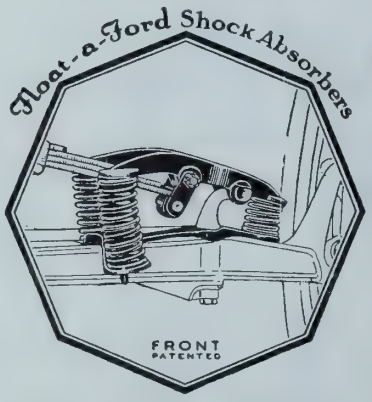
A Live Quartette for You

Made in Canada



The Mayall Motor Heater

This heater heats the right spot—the motor; prevents the radiator and water jacket from freezing by maintaining a continuous circulation. It ensures easy starting. The "Myall" Motor Heater applies the principle of the electric toaster to the heating of a car; is as easily turned on as attaching any electric appliance to a socket. Made to fit the water connection of any make of car—easily applied.



Showing construction (Note 3rd Spring) and method of attaching.

Float-a-Ford Shock Absorber. Solid comfort. This reliable appliance finds a ready sale in the accessory department. The third spring is the important feature; it absorbs the rebound—the cause of nearly all spring breakage and vibration damage to your car. The whole shock absorber acts independently of the regular spring, relieves it, and the third spring takes the upward jump of the car body.

This is an effective, reliable shock absorber; one that you can sell and make money on. If you are not handling it now—investigate.

M. S. L. Air-Tight Plunger

Made to fit all styles of pumps, replacing the old style leather plunger and giving 30% more power to any pump.

There are thousands of old disused pumps being reclaimed every year by the use of the M. S. L. Air-Tight Plunger.

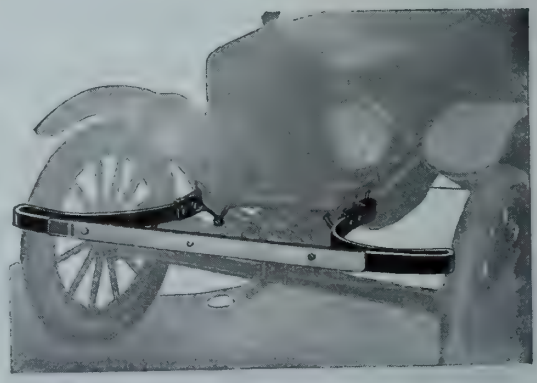
This Display Assortment will make daily sales for you.



"Mayall" Flat Spring Bumpers

Made entirely in Canada from the finest grade spring steel; designed by experts to overcome weak features encountered in other bumpers. Exceptionally handsome and strong; brackets designed for easy attachment to all cars without drilling, disfigurement, or interference with shock absorbers.

Finished in baked, black enamel with nickel-plated reinforcing bar—(Nickel-plated on copper base).



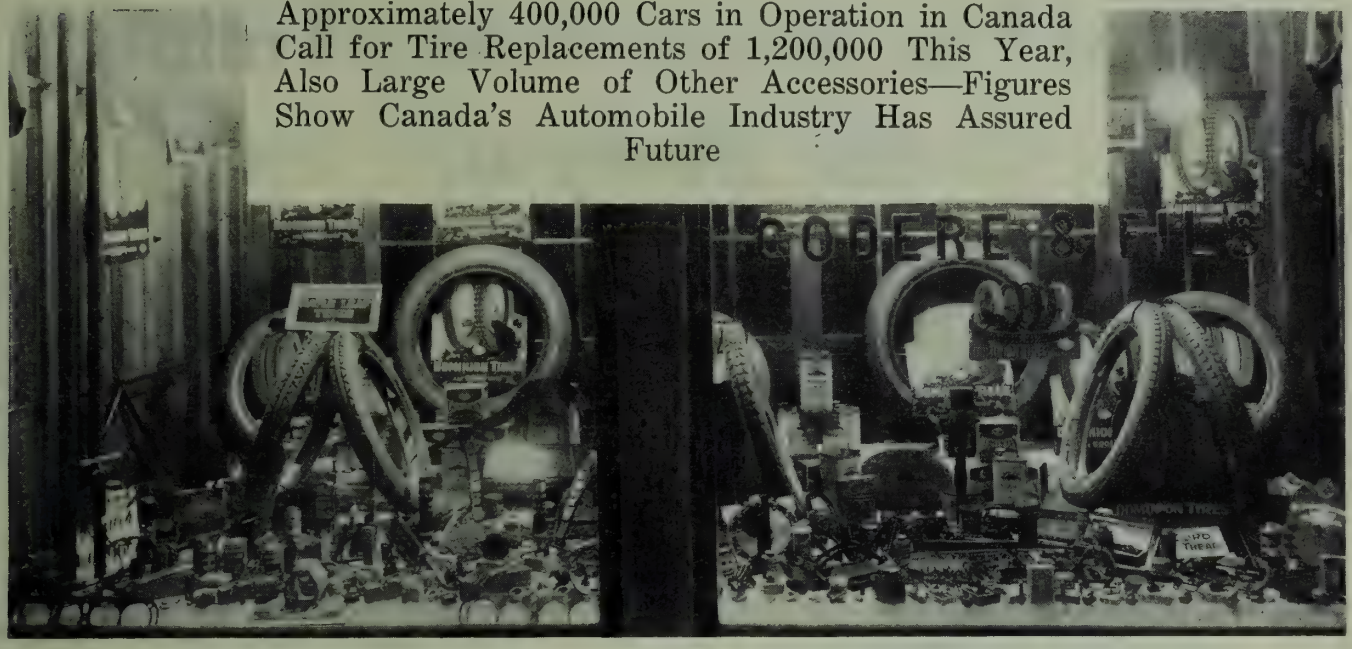
Motor Sundries Corporation Limited

414 Eastern Avenue, Toronto, Canada

If interested tear out this page and place with letters to be answered.

Expect Active Season For Auto Accessories

Approximately 400,000 Cars in Operation in Canada Call for Tire Replacements of 1,200,000 This Year, Also Large Volume of Other Accessories—Figures Show Canada's Automobile Industry Has Assured Future



THE selling of automobile accessories through the hardware trade in Canada is no longer an experiment, it is a history of successful achievement and today many of the finest displays and biggest turnovers in auto accessories are found in hardware stores. Neither are these located only in any one section of the country, but they are distributed in good proportion throughout all the provinces.

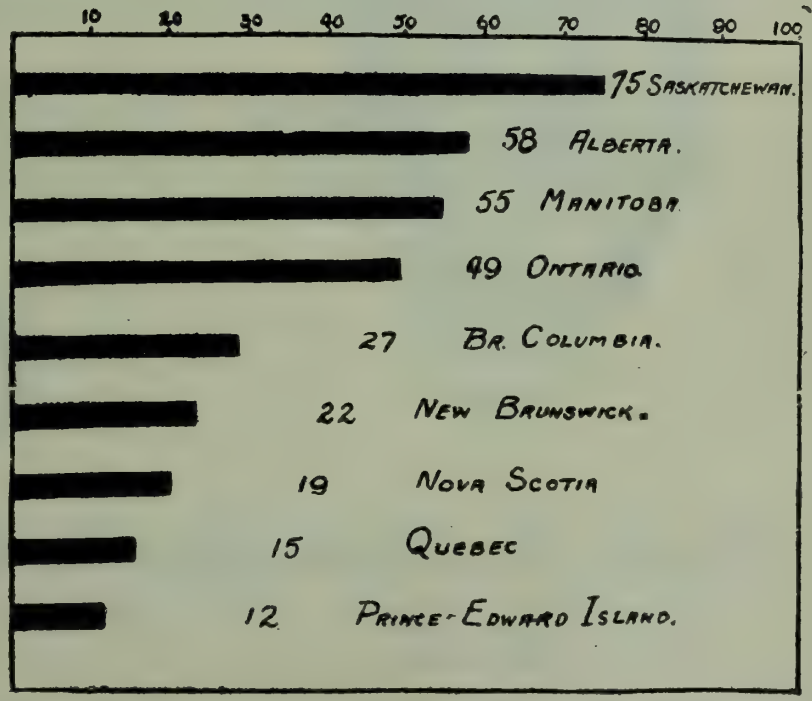
Canada stands as one of the foremost countries in the world from the standpoint of percentage of cars to population. Its requirements in automobiles and accessories are large and steadily increasing. This has become an established industry in Canada, employing large numbers of people in manufacture and distribution, and while there has recently been a lull in this industry, due to prevailing conditions, it is the consensus of opinion that this lull has been only temporary and already there are said to be signs of renewed activity. Recent reports tell of the re-opening of a number of automobile plants which were closed due to the falling off in demand during the quiet months of the winter.

Removal of Luxury Tax on Cars

The recent removal of luxury taxes on automobiles in Canada did much to relieve the strain of prohibitive costs on automobiles. A gradual return to normal conditions, coupled with the expectation of an early spring and summer and the indications of considerable tourist travel to this country from across the border during the warm months, are all factors in predicting a busy season in the sale of accessories.

Some indication of the extent to which automobiles are owned and operated by Canadians is found in the table which shows the registrations per thousand of population in the various Canadian provinces to be as follows: Saskatchewan 75, Alberta 58, Manitoba 55, Ontario 49, British Columbia 27, New Brunswick 22, Nova Scotia 19, Quebec 15, Prince Edward Island 12.

Statistics show that there are approximately 400,000 cars registered in Canada. This number of cars calls for the use of a large volume of accessories. In the case of most accessories it is difficult to estimate the requirements, but taking tires as an example, figuring each car necessarily has four tires and counting an average of at least one spare tire to each car, there are then 2,000,000 tires in use in Canada. Assuming that each car needs three new tires, a conservative estimate for a year, there will be a replacment demand of 1,200,000 tires this year. Each merchant can apply this and other averages to the number of cars owned locally and thus arrive at a fair estimate of the requirements of his district.



The above black, thick lines show the comparative number of cars per 1,000 population in the various Canadian provinces. The figures above represent the number of motor vehicles registered per 1,000 population. Saskatchewan, the Prairie province, leads.

Motor Car Owners Are Telling the Story of

DUNLOP CORD TIRES



One man recently said :

"The Tires I brought to be re-treaded ran 23,000 miles"

The popular Tires are the easy tires to sell---are the kind that move quickly from your stock.

The quality is in them to protect the user.

The Broad Dunlop Selling Policy protects you.

Ask about our special Accessories proposition. It will make money for you.



Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories :
Toronto

Branches in the Leading Cities

If interested tear out this page and place with letters to be answered.

Why Not Stock a Line of Garden Hose That Sells Readily?

You may be one of those fortunate dealers who have benefited in realizing this fact:

Dunlop Garden Hose is the easy line to sell.

If not, the coming season will afford you ample opportunity to demonstrate this for your own satisfaction.

Orders placed now will be given careful attention and shipment will conform as near to schedule as possible.

You will gain nothing by delaying to order. You cannot afford to be without Hose when the demand for it is greatest.

A little attention to Hose sales will net you a nice profit.



Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories :
Toronto

Branches in the Leading Cities

If interested tear out this page and place with letters to be answered.

"GUTTA PERCHA" TIRES

What the Dealer Considers

In choosing Tires for his Spring and Summer Stock, the Dealer considers his own interests

He Must Make a Profit.

Yes, but he must give genuine value to his customers. Cheap tires will never build up a good tire business.

He Must Keep Goods of Good Appearance.

Yes, for a good tire **looks** good, and is an ornamental line of stock to have on display.

He Must Satisfy His Customers.

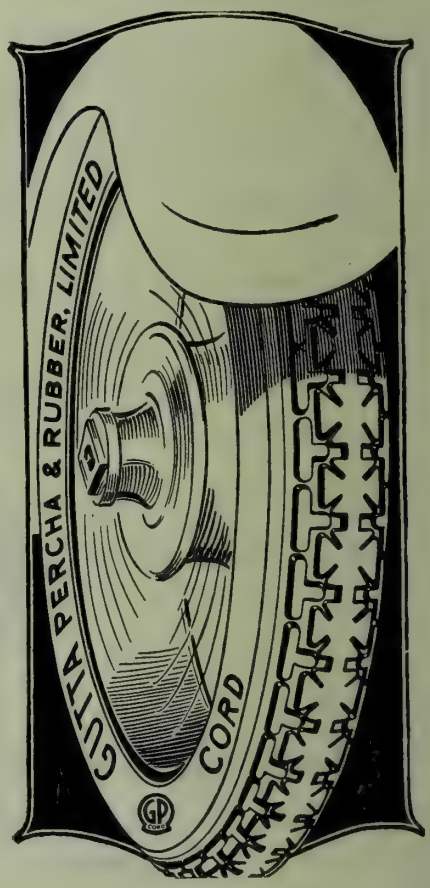
Yes, and that is the most important point of all, for the "tires that give satisfaction" are the tires that will bring repeat orders and make your customers advise their friends to buy.

He Realizes the Value of Advertising.

Yes, the Hardware Man is keen and understands the value, aye, the necessity, not only of his own advertising in the local papers, but of the manufacturer's advertising in the national papers. "Gutta Percha" advertising is of a character to assist every dealer in selling "Gutta Percha" Tires.

He Must Be Able to Guarantee Quality.

Yes, and in "Gutta Percha" Tires the quality is paramount, and it can be proved by the splendid mileage records made by these tires. No dealer need ever hesitate on the standard guarantee of "Gutta Percha" Tires.



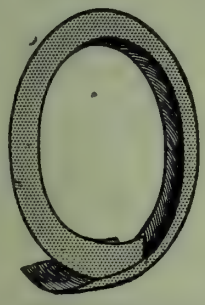
Gutta Percha & Rubber Limited

HEAD OFFICES AND FACTORY: TORONTO

Branches in all Leading Cities of the Dominion

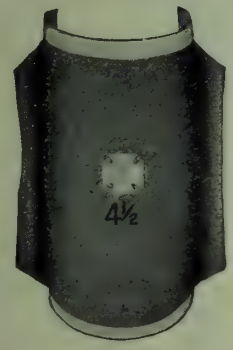
If interested tear out this page and place with letters to be answered.

"GUTTA PERCHA" ACCESSORIES



—RELINERS—

For the motorist whose casings are wearing down. When blowouts threaten he will be glad to buy the "Gutta Percha" Reliner, because with it he can drive his tires to the last mile. They protect the weak spots and almost eliminate blowouts. They should not be used in new casings.



BLOWOUT PATCHES

"Gutta Percha" Blowout Patches have a very smooth lining and are feather edged at the ends to prevent chafing or pinching the tube. These are the most satisfactory and safest patches yet devised. Your customers will prefer them after the first trial.

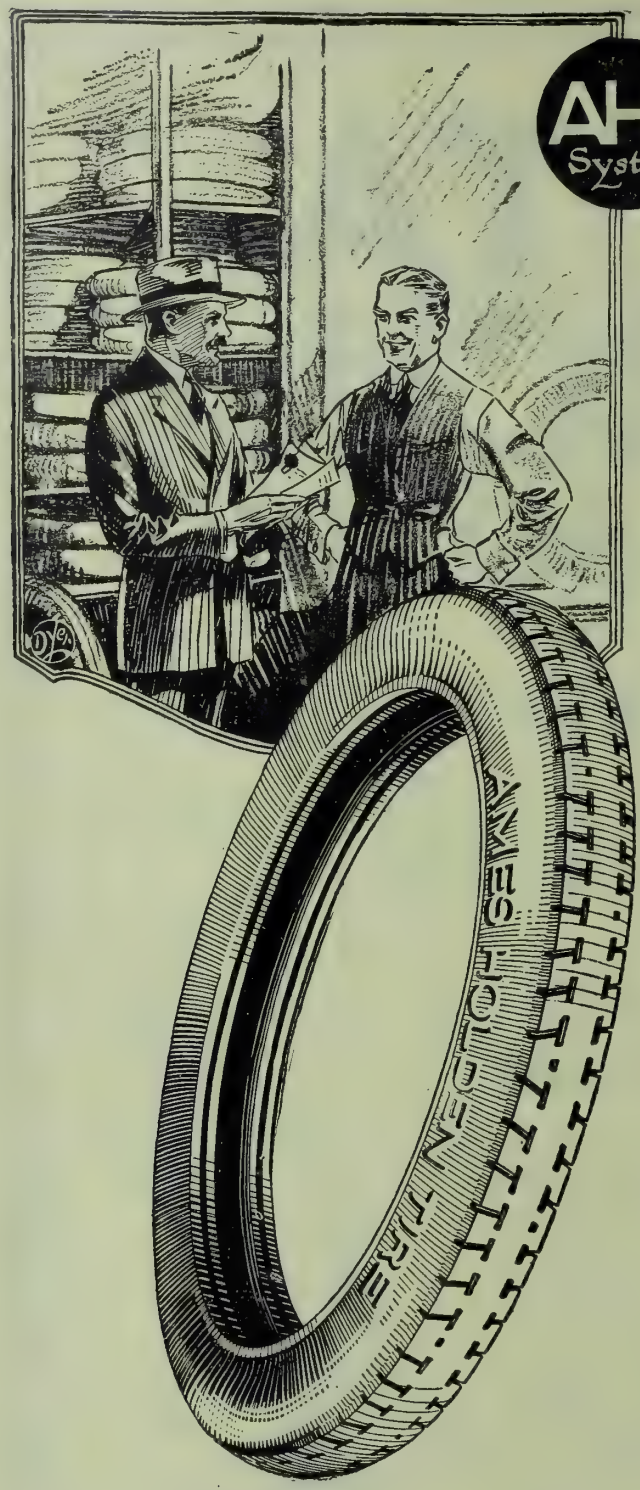
"GUTTA PERCHA" INNER TUBES

Gutta Percha & Rubber Limited

Head Offices and Factory:
TORONTO

Branches in all leading cities of the Dominion

If interested tear out this page and place with letters to be answered.



Will They Beat A Pathway?

Some business experts say that the old maxim, "Make good things, and customers will beat a pathway to your door," does not hold good to-day.

Maybe it doesn't. But then consider these facts:

Ames Holden "Auto Shoes" are comparatively new. They haven't been extensively advertised. They have had to elbow a way through hosts of competitors.

However, when the first sales were made the result was like starting snowballs downhill—they gathered in new sales as they went. Men who find a good thing simply can't help talking about it.

Now clean advertising and wide distribution are lending impetus to the sales growth of Ames Holden "Auto Shoes"—adding force to the great influence of enthusiastic users, talking "Auto Shoe" performance wherever mileage is the topic.

And sales results to date show that "customers are beating a pathway" to the doors of our dealers—from one end of Canada to the other.

Apart from the matter of sales, our dealer policy considers you very largely. Let us tell you about it. Write.

AMES HOLDEN
Grey and Red Tubes
add to the mileage given by "Auto Shoes"

AMES HOLDEN "AUTO SHOES"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, London, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver

Our Guarantee Has No Time or Mileage Limits

If interested tear out this page and place with letters to be answered.

APRIL SHOWERS
BRING FORTH
"WEEDS"
(AS WELL AS FLOWERS)

1921 APRIL 1921

SUN.	MON.	TUE.	WED.	THUR.	FRI.	SAT.
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

DOMINION CHAIN COMPANY
LIMITED
Niagara Falls Ontario

1921

MARBLE'S
A Bigger Year for Dealers



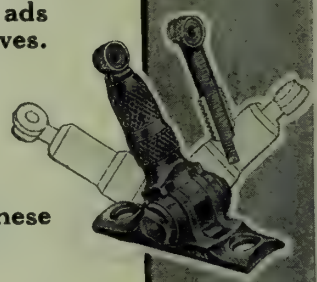


Sportsmen's Specialties

1921 will be the greatest year in history for *Marble's* dealers. Every newspaper and magazine carries a story of better health to the man who goes to woods and stream. Every outdoor magazine will contain page and half-page Marble's ads that move Sportsmen's Specialties from the dealer's shelves.

Stock each *Marble's* article — There's a year round demand for every one of them. Remember every time you sell a man *Marble's* Equipment you gain his friendship, for every item satisfies completely and lasts for years. They are fully described in the catalog—get your copy. Place an order *now* through your jobber—these prices are list. Liberal dealer discounts.





Safety Pocket Axe

Handiest tool a sportsman can carry —guard folds into handle. Blade of finest steel, 2⅜ x 4 in.; 11 in. steel handle, $3.25; 11 in. hickory handle, $2.00.

Woodcraft Knife

An all purpose knife—curved blade finest steel, checkered at back to permit firm grip. Leather handle, $2.25. Stag handle, $3.00, leather sheath, included.

Jointed Rifle Rod

Best general purpose rod — can't wobble, bend, break. 3 brass sections, 2 steel joints, steel swivel, brass or steel, 26, 30, 34 in., cloth bag, $1.25

Flexible Rear Sight

Known wherever guns are fired, ***perfect rear sight,*** for target or game. Stem is not rigid, won't break if struck, 2 discs. $4.00.

Marble Arms & Mfg. Co.

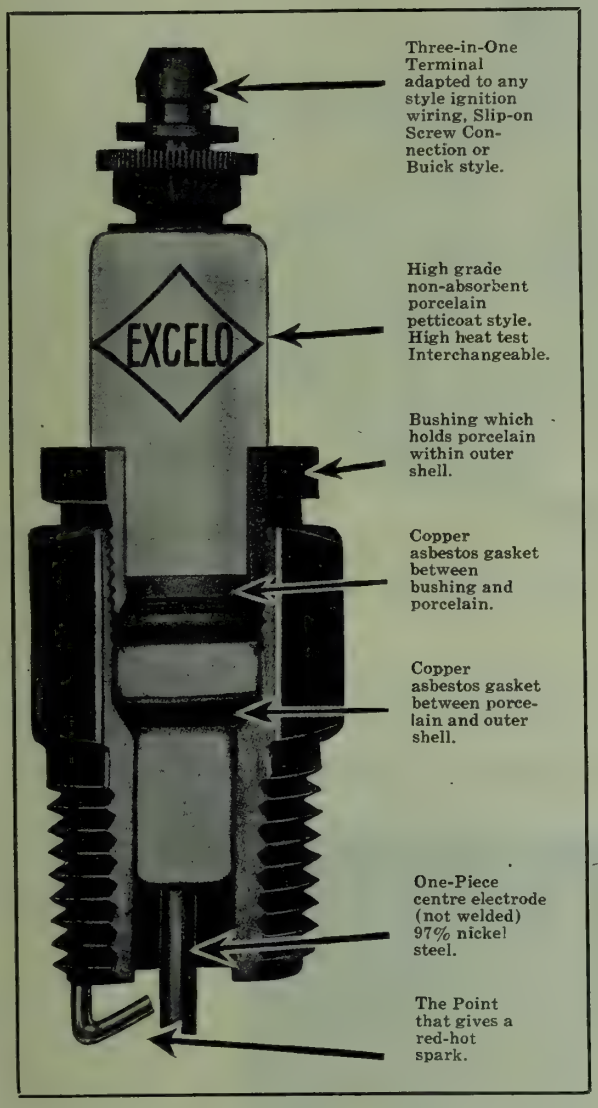
5350 Delta Ave. **Gladstone, Mich.**

Pacific Coast Representatives:
McDonald & Linforth, 739 Call Bldg., San Francisco, Cal.



If interested tear out this page and place with letters to be answered.

"EXCELO" SPARK PLUGS



A Strictly Canadian Product

A trial order will convince you that there is

No Better Plug Made than

"EXCELO"

and it is a convenient and profitable line for the Hardware Trade to sell.

The **"EXCELO"** Spark Plug Retails at

75c.

SPECIAL PRICES TO DEALERS

Sizes of **"EXCELO"** Spark Plugs in Stock:—
½ in. Standard, ⅞ in. Standard, ⅞ in. Long.

Your customers are your friends. Here is a Spark Plug that makes friends by giving the user **real satisfaction.** Fits practically any make of motor car sold in Canada. The porcelains are **interchangeable,** one porcelain fitting all plugs.

T. McAVITY & SONS, Ltd.
ST. JOHN, N.B.

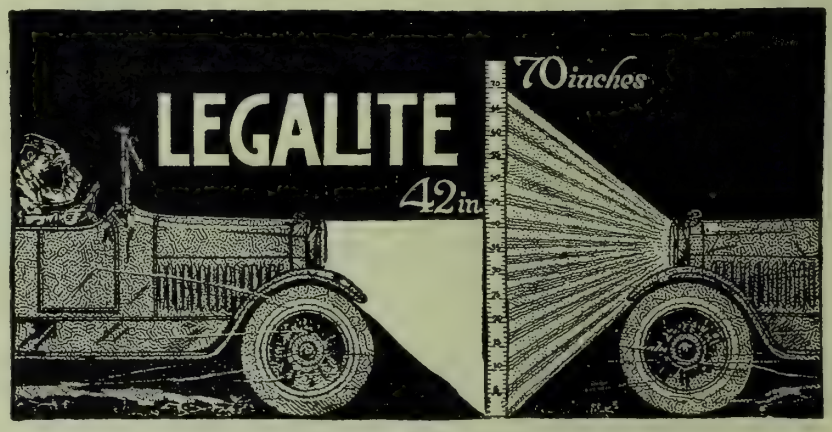
If interested tear out this page and place with letters to be answered.

AUTOMOTIVE EQUIPMENT



The 1921 edition of our catalogue is a veritable encyclopedia of what is latest and best in equipment and supplies for automobiles, trucks and tractors, as well as a special section devoted exclusively to accessories for Fords. Labor-saving devices for Repair Shops, Service Stations and Garages are also shown in this book. If you have not as yet received a copy, write for it together with Dealers Net Price List.

LEGALITE NON-GLARE LENSES



ENDORSED BY ONTARIO DEPT. OF HIGHWAYS

Legalite Lenses received an unusually high rating (permitting use of 24 C.P. Mazda "B," and 27 C.P. Gas Filled Lamp Bulbs) during the tests held last October, and a certificate to this effect was duly issued by Hon. F. Biggs, Minister of Highways for Ontario.

Legalite Lenses are scientifically designed, furnishing more light and throwing all of it where needed—ON THE GROUND—even when going up or down a hill.

With the Legalite Lens there is positively NO GLARE, and light beams are never more than 42 INCHES above the surface of the road, AS REQUIRED BY LAW.

The law against glaring headlights on motor vehicles will be rigidly enforced in Ontario during 1921. Dealers should order in their stock of Legalite Lenses now to take care of the demand.

Legalite Lenses are the best appearing, most satisfactory and provide the largest profit for the dealer. Write for particulars.

Hyslop Brothers, Limited, Toronto, Ontario

If interested tear out this page and place with letters to be answered.

Dealers' General Assortment of

Lane's "Unique" Tools



Dealers, you can safely give your personal guarantee on every Lane "UNIQUE" Socket Wrench Set in the above group. What is more, every Tool in this assortment is a quick "turn-over."

Lane was the first to discover that broached steel sockets, turned from solid, round bar steel, were the strongest, most accurate, and most convenient socket to sell.

The Dealers' General Assortment consists of Lane's "UNIQUE" Ratchet — Universal—and Angle Socket Wrench Sets for Car Owners and garage. Every one is guaranteed against breakage.

The Jobbers listed below can furnish Lane's "UNIQUE" Tools promptly.

Will B. Lane Unique Tool Co.

180 North Dearborn St., Chicago, Ill.

List of Canadian Distributors:

ALBERTA

J. H. Ashdown Hardware Co., Calgary.
Chapin Co., Calgary.
Merchants' Hdwe. Specialties, Ltd., Calgary.
Motor Car Supply Co., Ltd., Calgary.
Wood. Vallance & Adams, Ltd., Calgary.
Marshall-Wells Alta. Co., Ltd., Edmonton.

BRITISH COLUMBIA

Canadian Fairbanks-Morse Co., Vancouver.
McLennan, McFeely & Co., Ltd., Vancouver.
Wood, Vallance & Leggat, Ltd., Vancouver.

MANITOBA

D. Ackland & Son, Ltd., Winnipeg.
Adams Supply Co., Winnipeg.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Great West Saddlery Co., Winnipeg.
Marshall-Wells Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
Plewes, Ltd., Winnipeg.
Wood, Vallance, Ltd., Winnipeg.

NEW BRUNSWICK

Sumner Company, Moncton.
Emerson & Fisher, Ltd., St. John.
T. McAvity & Sons, Ltd., St. John.
W. H. Thorne & Co., Ltd., St. John.
A. R. Williams Machy. Co., Ltd., St. John.

NOVA SCOTIA

Douglas & Co., Ltd., Amherst.
Dunlap Bros. & Co., Ltd., Amherst.
Austen Bros., Ltd., Halifax.
A. M. Bell & Co., Ltd., Halifax.
Crowell Bros., Ltd., Halifax.
Northern Electric Co., Halifax.
Jas. Simmonds, Ltd., Halifax.

ONTARIO

Wood, Alexander & James, Hamilton.
A. Chown & Co., Kingston.
Hobbs Hardware Co., Ltd., London.
D. H. Howden & Co., Ltd., London.
London Engine Supplies Co., London.
Thos. Birkett & Son Co., Ltd., Ottawa.
Keyes Supply Co., Ltd., Ottawa.
Dunlap & Co., Ltd., Pembroke.
Aikenhead Hardware, Ltd., Toronto.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hardware Co., Ltd., Toronto.
John Millen & Son, Toronto.
Northern Electric Co., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
A. R. Williams Machy. Co., Toronto.
Cutten & Foster, Ltd., Toronto.

QUEBEC

Canadian Fairbanks-Morse Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Omer De Serres, Montreal.
Northern Electric Co., Ltd., Montreal.
Starke, Seybold, Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Codere & Fils, Ltd., Sherbrooke.

SASKATCHEWAN

Morrison-Blackwood Hdwe., Ltd., Moose Jaw.
Bowman Bros., Ltd., Regina.
Independent Electric Co., Regina.
Motor Supplies, Ltd., Regina.
Northern Electric Co., Ltd., Regina.
Bowman Bros., Ltd., Saskatoon.
Canadian Fairbanks-Morse Co., Saskatoon.

If interested tear out this page and place with letters to be answered.



The Chart Steers You Right

The index chart in the Champion Spark Plug Merchandiser prevents the dealer selling the wrong type of plug. By referring to it the salesman knows instantly the correct size and type to recommend to a customer. The various makes of passenger cars, motor trucks, tractors, motor cycles, farm stationary and marine engines, are all listed in alphabetical order. He simply cannot go wrong in his selection.

And the chart is only one of the many advantages of this Merchandiser. It attracts attention, acts as a steady reminder to those who need spark plugs, guides the customer to real spark plug service and gives the dealer the benefit of the Champion reputation for dependability.

Free Offer to Dealers

We will send you one of the striking Merchandisers, free, with a shipment of any one of the three different assortments of Champion Spark Plugs. You can take this up with your jobber or write us direct for full details.

New Champion Prices to Users

The prices of all Champion Spark Plugs have been reduced as follows:—

Champion "X" (Ford) now	85c.
Champion Regular Plugs now	95c.
Champion Heavy Stone	$1.10

Champion Spark Plug Co. of Canada Limited

Windsor **Ontario**

If interested tear out this page and place with letters to be answered.



The Sign that Builds Business for You

Boost Your Sales with this Big, Catchy Sign

IF you can get the people *looking* your way it's easier to get them *coming* your way.

And that's just what this big, six-foot boy-and-slate signboard does for you.

It is one of the most successful advertising novelties ever produced.

We furnish you with this big sign—it's over 6 feet high, cut to shape and strongly constructed—with copy to chalk up on the slate, so you can have something new every other day.

CANADIAN OIL COMPANIES
Limited

Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

Everywhere this sign is put up, it attracts instant and constant attention. People talk about it. And the dealers who display it get increased sales on all En-ar-co products.

MAIL US THE COUPON

You are surely interested in boosting your sales of En-ar-co Motor Oils, Gear Grease, Black Beauty Axle Grease, White Rose Gasoline, National Light Oil. This big sign will do it. Send the coupon to-day. It costs you nothing to know all about it. Simply fill in and mail us the coupon and we will send you full details by return mail.

CANADIAN OIL COMPANIES LIMITED,

.....
(Your nearest branch.)

Tell me without obligation how I can secure your "Boy and Slate" and Epigram Service.

NAME .....

STREET .....

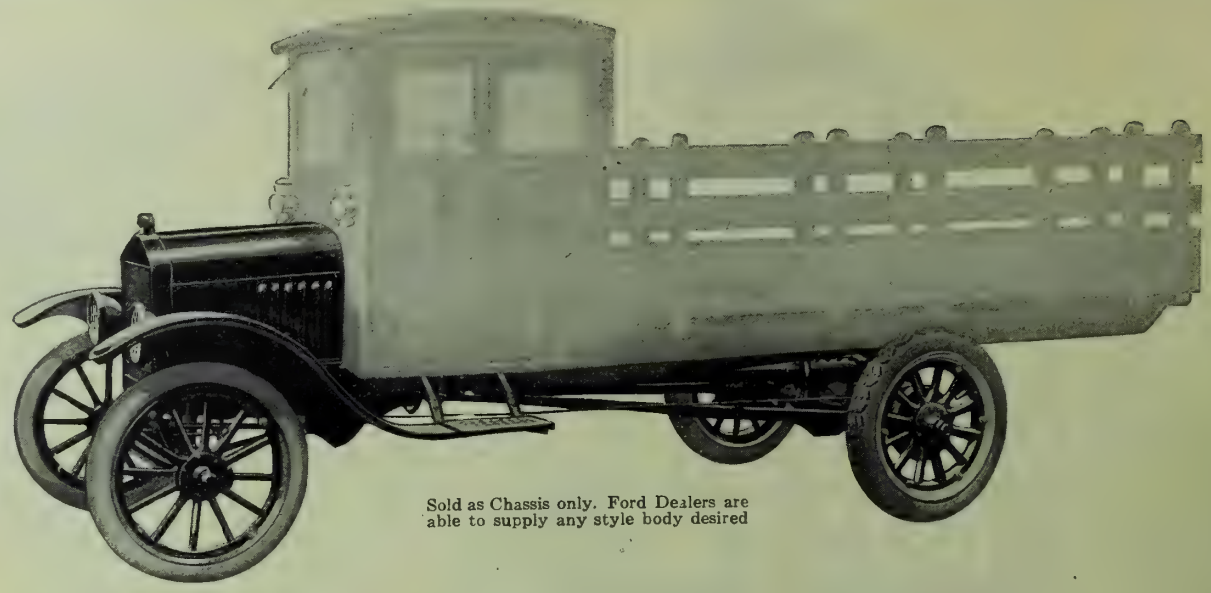
POST OFFICE .....

PROVINCE .....

I AM IN THE .....BUSINESS.
(Indicate kind of Business.)

H.M.

If interested tear out this page and place with letters to be unswered.



Sold as Chassis only. Ford Dealers are able to supply any style body desired

Ford TRUCK

Price $750
(Chassis Only)
F.O.B. Ford, Ontario
Starter and Electric Lighting $100 Extra

IN handling heavy material such as stone, brick, sand and iron, the Ford demonstrates its rugged endurance and power.

It is the truck of simplicity and long-tried dependability. It is sturdy truck construction throughout, not a car converted into a truck; 124-inch wheel base and worm drive.

Sold as chassis only. Ford dealers are able to supply any style body desired.

Ford Motor Company of Canada, Limited

Ford, Ontario

If interested tear out this page and place with letters to be answered.

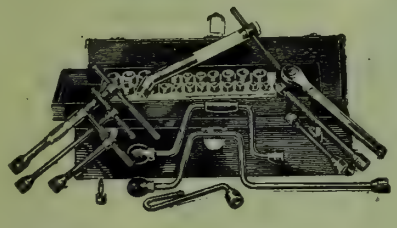
Let us tell you how to become the Billmont Master Dealer and secure the wrench and socket business of every local garage-man, repairman and consumer at more than the usual profit.

BILLMONT

Billmont wrenches with the exclusive interchangeable socket feature whereby eight wrenches, twenty-four sizes in sockets and two extensions interchange to the extent of developing 768 combinations, are the sort of tools that are self sales-creators. Allow a customer to get his hands on a Billmont and the sale is made.

We have a plan — a distinct departure from present-day wrench merchandising—that will enable that hardware man chosen as our "service station" to get the socket and wrench business of his community —and at a real profit. This is a tried, proven plan and is backed by our complete co-operation.

You will be interested. No obligation attached to a request for details. Write us to-day.



No. 500—Mechanics' Kit. The equivalent of 768 wrenches.

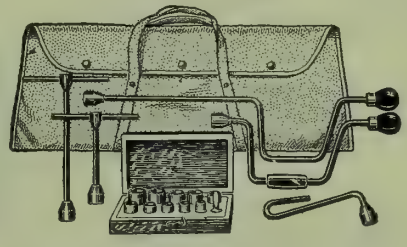
Edgar C. Guthard Co.

361 E. Ohio St., Chicago, Ill.

Canadian Representative:

A. J. HOPKINS

392 St. James St., Montreal



No. 400—Carrying Kit and Outfit. Equivalent to 50 wrench or screw-driver combinations.

WRENCHES *with* Interchangeable Sockets

If interested tear out this page and place with letters to be answered.

"Made in Canada"

The Air-Tite Auto Patch

"The Hotter the Road the Tighter It Holds"

The Original and Best Tire Patch on the Market

Air-Tite Products— It Cuts It Don't Rust Tube Patches Radiator Compound Acme Carbon Remover



Partial List of Jobbers who handle Air-Tite Products:

Toronto, Ont.
H. S. Howland, Sons & Co., Ltd.
Samuel Trees & Co., Ltd.
The Tire Import Co., Ltd.
C. Kloepfer, Limited.
Kennedy Hardware Co., Ltd.
Thos. Meredith & Co., Ltd.

Montreal, Que.
E. Cavanaugh & Co., Ltd.
Starke-Seybold, Ltd.
Hurtubise, Limited.
Lewis Bros.
Auguste Couillard.
Leonard Equipment Co.
Caverhill, Learmont & Co.
James S. Neill & Son, Ltd.
Fredericton, N.B.
T. McAvity & Son, Ltd., St. John, N.B.
Crowell Bros., Ltd., Halifax, N.S.
Yarmouth Cycle & Motor Co., Ltd., Yarmouth, N.S.
De Wolf Hardware Co., St. Stephen, N.B.
Sumner & Co., Moncton, N.B.

Windsor, Ont.
Bowman Weishonyher.
The Border City Auto Supply Co.
Whites Limited, Collingwood, Ont.
Canadian Supply Co., Saskatoon, Sask.
Lynch, Parker, Plews, Regina, Sask.

Kingston, Ont.
A. Chown & Co.
W. B. Dalton & Son, Ltd.

Ottawa, Ont.
Keyes Supply Co., Ltd.
Thos. Birkett & Son.

London, Ont.
Acme Accessories Co.
Towe & Towe.
The McLaren Tire Co.
R. M. Brisco, Ltd.

Guelph, Ont.
Bond Hardware Co.
Ontario Auto Spring & Supply Co.

Winnipeg
McKenzie Bros., Ltd.
James B. Carter & Co.
Winnipeg Paint & Glass Co., Ltd.
St. Lawrence Oil Co., Gananoque, Ont.
James & Reed, Perth, Ont.
Briscoe Wholesale Accessories, Chatham, Ont.
Cochrane Hardware Co., Sault Ste. Marie, Ont.
Plummer, Ferguson Hardware Co., Sault Ste. Marie, Ont.

Hamilton, Ont.
Sullon & Sullon
National Tire & Supply Co., Ltd.
Morrison & Blackwood Hardware, Ltd., Moose Jaw, Sask.



Air-Tite Manufacturing Co.

Office: Chicago, Ill. **St. Thomas, Ont.** *Office:* 61 Finsbury Park Road, London, Eng.

LEVELIGHT LENS

Makes Driving Safe **Complies with the Law**

Long headlight range; beam below required height; plenty of light on the sides.

$2.00 pair
All Sizes

Distributors:
Wood, Alexander & James
Wilkinson & Kompass
Alexander Hardware,
HAMILTON.
Bond Hardware Co.,
GUELPH.
James & Reid,
PERTH, ONT.



Eliminates all glare. No tilting necessary. Smooth surface. Can't catch dirt.

$2.00 pair
All Sizes

Distributors:
Vokes Hardware,
TORONTO.
Jas. Cowan & Co.
Hobbs Hardware, Ltd.,
LONDON.
Marks, Clavet, Dobie Co., Ltd.,
PORT ARTHUR, ONT.
Cochrane Hardware Co., Ltd.,
COPPER CLIFF, ONT.

Approved by Ontario and Manitoba Governments

A Fitting Lens for Any Car

Patented and Manufactured by

HAMILTON MIRROR PLATE CO., LIMITED

HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

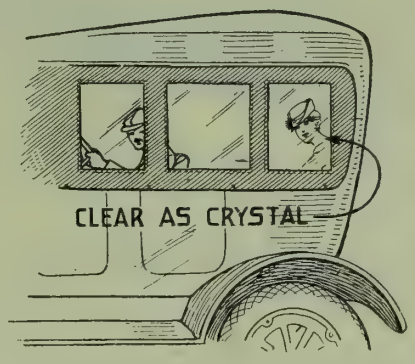
Hardware Jobbers and Dealers

Don't fail to include C-E-Z Celluloid Cleanser in your 1921 Line

This unique specialty, the only known product of its kind on the market, clears, cleans and preserves celluloid windows in automobile curtains. Put up in attractive display cartons holding one dozen cans each.

Send for trial can and details of our 1921 co-operative plan for jobbers. Dealer helps, including the famous "T" puzzle, assure quick turnover.

An inquiry involves no obligation. The reply will be prompt.

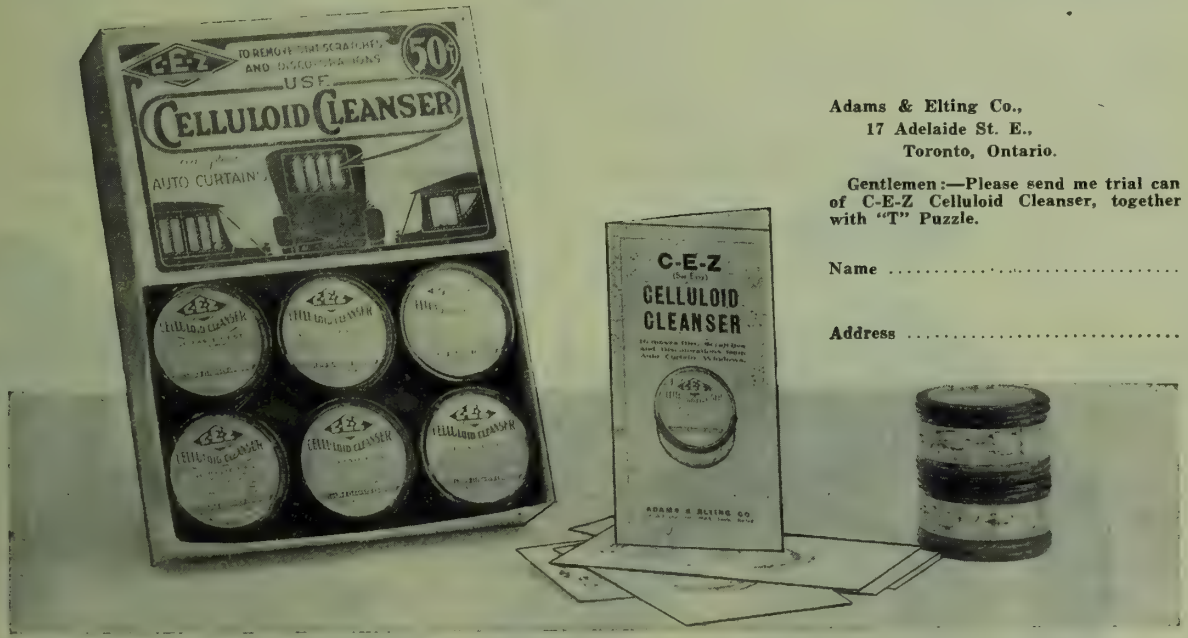


Every motorist knows the danger of clouded curtains. C-E-Z gives clear vision, saving its cost many times over.

ADAMS & ELTING COMPANY

17 Adelaide St. E., TORONTO

New York **Chicago**



Adams & Elting Co.,
17 Adelaide St. E.,
Toronto, Ontario.

Gentlemen:—Please send me trial can of C-E-Z Celluloid Cleanser, together with "T" Puzzle.

Name .....

Address .....

If interested tear out this page and place with letters to be answered.

DU PONT

THE STANDARD SHOTGUN POWDER

Get an *Extra* Turnover This Year on Your Stock of Shotgun Shells

THE cranks who ask for "special" loads are comparatively small in number. Nevertheless many dealers have tied up thousands of dollars in slow-moving stock through attempting to accede to their whims.

The Du Pont Company, with the hearty backing of the Loading Companies and the Jobbers, is taking strenuous action to remedy this situation.

We know what loads give the most satisfactory results for each kind of shooting. These are contained in the table shown below. These are all the loads that any shooter can possibly need in any section of the country.

We are recommending these standard loads to every shooter we can reach through the sportsmen's magazines or in person. This campaign which started last year has already had its effect. It will bring even greater results in the fall of 1921.

Get an extra turnover on shotgun shells this year. Put in a concentrated stock of Du Pont Standard Loads. Order from this table.

Most Shooters Use Du Pont Shotgun Powders
STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛
Pheasants	3	3¼	1⅛
Geese	3½	3½	1⅛
Wild Turkey	3½	3½	1⅛
Squirrel, Rabbits	3	3¼	1⅛
Doves, Pigeons	3 or 3¼	3¼	1⅛
Quail	3 or 3¼	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛
Shore Birds	2¾ or 3	3	1 or 1⅛
Sora Rail	2¾ or 3	3	1 or 1⅛
Trap Loads	3 or 3⅛		1⅛ or 1¼

Facts that Every Dealer Should Know about Du Pont

It is a fact that the pressure generated by "Du Pont" Powder averages 10% less than any other powder made, and the velocity given to the shot is GREATER than that obtained from any other powder.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the closest patterns.

* * *

—it is the cleanest burning powder made.

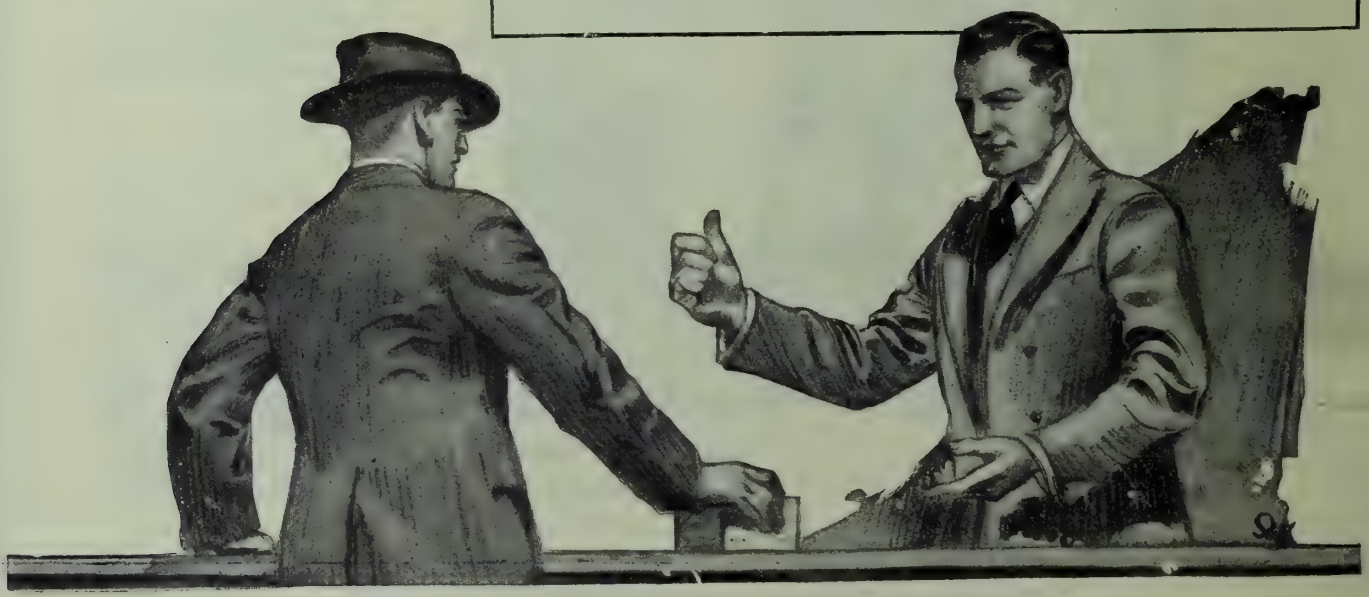
* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.



If interested tear out this page and place with letters to be answered.

B.S.A. Twelve Bore Hammerless





Specifications of this desirable shot gun

BARRELS— 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with the barrels. Right: Modified. Left: Full choke or back full choke.

ACTION— B.S.A. special pattern (Anson & Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock. The B.S.A. shot gun action is the strongest in the world.

FORE-END— Snap-on type. Nicely checkered.

STOCK— Straight hand or half-pistol grip. Nicely checkered. Bend at heel 2 in., at comb 1½ in., length 14¼ in.

WEIGHT— About 7¼ lbs.

BALANCE AND TRIGGER PULL Specially attended to, to give this B.S.A. Gun the superb handling qualities of the best hand-made gun.

INTERCHANGEABILITY— All parts will be strictly interchangeable.

PROOF AND TESTS— Every gun is nitro proved at the official proof house and is carefully tested.

High-class London Gun-making—You'll be Proud to Sell It!

This likeable gun has perfect balance, crisp trigger-pull, wear-resisting power, sweet functioning and beautiful lines.

When your customer swings it up to his shoulder it "comes up to the bird" easily, surely and quickly. This is because the metal massed around the action and breech for safety is perfectly distributed for balance; the stock length is right and the shape is correct, thanks to skilled designers and shooters.

This gun wins experienced shooters and makes the sales. It has no fancy decoration, yet the knowing users of shot-guns make friends with it at once. You cannot offer a better gun.

The Birmingham Small Arms Company. Limited, the famous gun-making establishment that the British Government chose for making the celebrated rifles of the British army, makes this beautiful shot-gun and guarantees it.

In Stock at Montreal

The Birmingham Small Arms Company Ltd., England

Fraser Company

10 Hospital St., Montreal, Canada

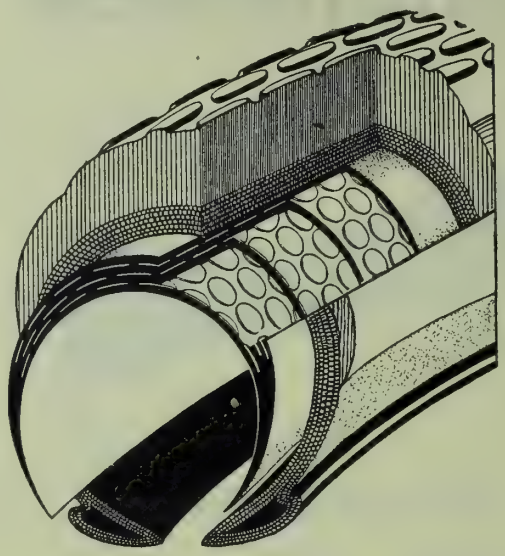
Production Equipment Co., Union Square, New York

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ARMOROIDS

(the puncture-proof tire reliner)

STOP PUNCTURES



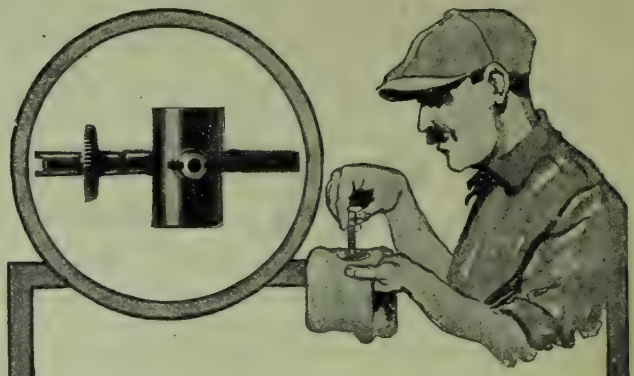
The Armoroid Company

Factory and Office:

1381 Queen Street East - - Toronto, Canada

Telephone Gerrard 5854

Manufacturers of Armoroids and also Distributors of Guaranteed Tires and Tubes.



First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.

334 East King Street, Toronto

London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

Put This Card in Your Window!

Fishing Rods Repaired

Send your customers' rods to us. Our experts will re-wind them, fit them with new guides and ferrules, match up old tips or injured joints—do whatever is necessary. There's profit for you in handling this business, and many good business connections may be made this way.

Allcock, Laight & Westwood Company, Limited

Tackle Exclusively **Established 1800**

70 King St. West, Toronto, Ont.

Rod Repairing a Specialty. Our Stag and Beaver Brands of Fishing Tackle are sold by Leading Dealers Everywhere.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR

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Write for Catalog

Order Northland Skis

Now for Next Season. Prices Are Down

New world's record jump is 229 feet. Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.
St. Paul, Minn.

EVEREADY DAYLO

We Supply All Daylos, Batteries, etc., by Return Delivery
All Orders Receive Special Attention

EVEREADY is our motto where it concerns DAYLO

EVEREADY DAYLO

SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL



Manufacturers of and Dealers in



Transmission Oil	Cutting Oil
Auto Oil	Lustriene Floor Oil
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Tanners' Oil	Boiler Compound
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and all kinds of Lubricating Oil and Greases, etc.

Velvet Lubricant is suitable for transmission, differential and cup lubrication, does not stiffen up in the cold so as to cause any inconvenience in shifting the gears, and will not become thin in hot weather, having been specially treated to meet the requirements of the varied weather conditions. Coats the gears to make them silent, will work into the smallest openings where oil will travel, and lubricate every bearing perfectly.

"Lubriko" Auto Oil is the most highly refined neutral oil for automobile lubrication, possessing high fire test, so that it retains its body under extreme heat.

After many years' practical experience in oils we produced this brand, and we offer it to dealers, knowing it to be of the highest standard of quality for the lubrication of automobiles, stationary gas engines, motor boats, motor cycles, and all kinds of gas engines, whether air or water cooled. Made in light, medium and heavy consistencies.

The Commercial Oil Company, Limited
Hamilton, Ontario, Canada

Tractor Time is Battery Time

Sell the Dependable "North Star"

Thousands of farmers throughout Canada are tuning up tractor and gas engine in readiness for the big spring rush. Batteries are tested and replaced.

This means profitable battery sales for the dealer who has dependable batteries to offer—such as North Star—for the consumer has learned the necessity of using batteries of known quality.

North Star Batteries are guaranteed to give a stronger spark and to last longer than any other battery manufactured in Canada—yet they cost less.

Leading wholesalers and jobbers sell them.



North Star Multiples are Absolutely Waterproof.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

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Make his home secure —while he's away

IF you know of the absences from home of the members of your community, so do others. These others have not, as you have, the interest of the community at heart.

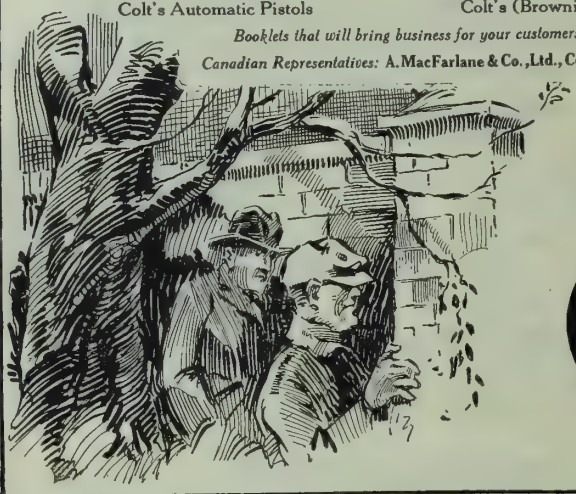
Would it not be well to suggest the necessity of home protection in such cases? Give these homes the "Best That Money Can Buy"—a Colt Revolver or a Colt Automatic Pistol. The times require it, and dealers everywhere are doing their part to co-operate with our national advertising.

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Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
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Booklets that will bring business for your customers sent free on request:

Canadian Representatives: A. MacFarlane & Co., Ltd., Coristine Bldg. Montreal, Can.





COLT'S FIRE ARMS

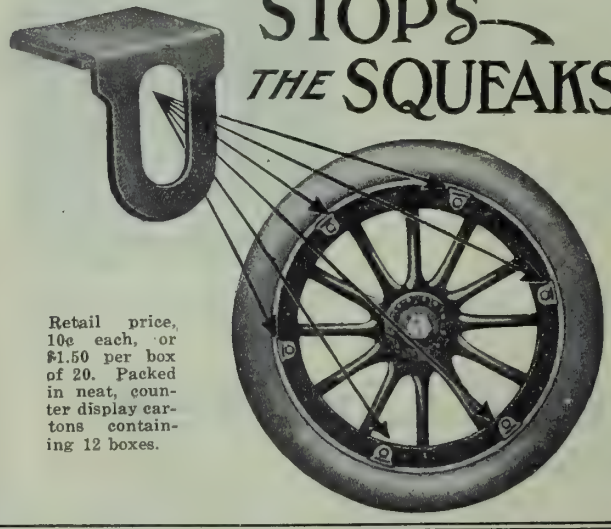
Hold Tight Wedge Plates

Owners—Have your repair man put them on your car when you are having it overhauled.

Dealers—Use them in your shop and save the owners the price of a new wedge.

Jobbers—Place your orders NOW.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.



STOPS— *THE* SQUEAKS

Retail price, 10c each, or $1.50 per box of 20. Packed in neat, counter display cartons containing 12 boxes.

Mr. Dealer— You're the Doctor

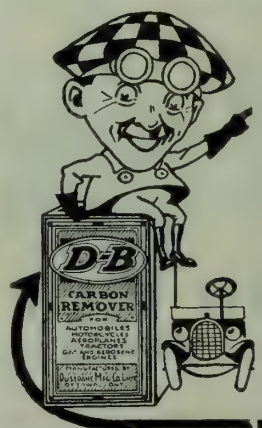
You know that your customers have engine troubles on account of carbon—and we know those troubles can be cured. Here is the medicine that does the work—

D-B CARBON REMOVER

It does not cut compression.

We are telling motorists about D-B through extensive advertising, and they will be asking for it. Will YOU help fill the demand?

You may conscientiously sell D-B as a **real** "carbon cure"—and there is money in it for you. Write for our dealers' proposition.



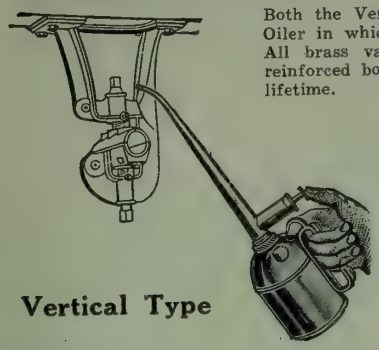
Auto Jack Says—

To keep your engine healthy, keep it clean. Don't let carbon accumulate. A good engine laxative, such as D-B, will remove carbon harmlessly via the exhaust, and keep the engine clean and efficient.

The Dust Bane Mfg. Co.
LIMITED
Ottawa, Ontario

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GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES



Vertical Type

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Brass, Tin or Copperized.

Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Automotive Type



Brass or Copperized

Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

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CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

Eastern Representative—A. G. & A. L. Brown & Co., Ltd., Montreal
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GLASS

Each week finds us in a better position to take care of your glass business.

We specialize in plate glass for store front work, and can give immediate delivery from stock by auto truck.

We carry a complete stock of all kinds of factory glass and can supply your entire requirements on the shortest notice.

We manufacture mirrors and art glass, and we will be glad any time to quote on any of your requirements.

ONTARIO PLATE GLASS LIMITED

HAMILTON **ONTARIO**

WAKYTE Buster Car



Every Child a Prospect

Children are quickly sold on these strongly made cars when displayed in the windows, and soon influence their parents to purchase. Is practically unbreakable, and will outlast several ordinary cars. From the illustration you will see that not only the frame, but the brace and axle as well, are made of iron; the steering gear of one solid piece of wood, with two wheels in front, making it difficult to upset. Artistically finished. The Wakyte line of toys include: Buster Cars, Pony Cars, Wheelbarrows, Carts, Shoo-Fly Rockers, Rollers, Rocking Horses, etc.

Place your order through your Jobber or direct

S. H. WHYTE MFG. CO., LTD., WINNIPEG

Acornette Pump Connection



ECONOMY!

The Improved Acornette makes a timely appeal to motorists because it gives them more for their money.

The Acornette design prevents buckling and retards chaffing of the rubber washer. The result—Acornette grips the tire valve tighter and the washer lasts longer.

"Thru your jobber—his service is economy."

STEVENS & COMPANY
375 Broadway New York City

STEVENS PRODUCTS

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.

Limited

Galt - Canada

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Part of Your Stock in Trade

Clean, bright merchandise, immaculate display counters and dustless floors are a real asset to your business. The regular use of Imperial Floor Dressing is the simplest and easiest way to attain such desirable results.

Imperial Floor Dressing does prevent dust from rising. It holds it to the floor where it can be conveniently swept up and entirely removed. As a cleaner and preservative for wood, linoleum or oil cloth, Imperial Floor Dressing is unequalled.

One gallon of Imperial Floor Dressing will treat a surface of from 500 to 700 square feet. It does not gum or evaporate and one application will give satisfactory service for weeks. It keeps your store looking right at all times. Makes it an attractive shopping centre for the most particular customer.

Use Imperial Floor Dressing on your floors and display it prominently on your shelves. You can easily turn a good stock into profit. Ask the Imperial Oil salesman for a demonstration and be convinced.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.



Four Party Suitcase Outfit

A complete outfit packed in a strong, handsome suitcase. Equipment consists of one Two-Burner Auto - Kamp - Kook - Kit coffee pot, condiment can, folding aluminum frying pan and lid, pump and funnel, together with a complete set of knives, forks, spoons, plates, cups, etc., for four persons. There is also a compartment for Thermos bottle, linen or other extras.

Retail price $45.00

The Season's Best Seller

KAMP-KOOK-KITS

The A.A.A. Touring Bureau reports:

"1921 will see an unprecedented amount of long distance touring and camping."



Two-Burner Kit—(Open).



Two-Burner Kit—(Closed—all equipment inside)

Auto-Kamp-Kook-Kit burns gasoline—same grade used in your car. Gives steady hot blue flame that a thirty-mile wind will not extinguish. The Two-Burner Kit shown above is equipped with folding aluminum frying pan and cover, coffee pot, condiment can, pump and funnel. All equipment fits inside when the stove is folded for carrying.

Retail price, equipped $17.50
Less equipment 15.00

This is your opportunity to cash in on camp equipment. With the new line of Auto-Kamp-Kook-Kits and Ovens, you can add many dollars to the profit side of your ledger.

Auto-Kamp-Kook-Kits and Ovens are advertised in all of the leading Outdoor publications. We protect and co-operate with our dealers to the fullest extent.

Auto-Kamp-Kook-Kits are made in several sizes from the one burner "Hunter's Special" to the six party suit case outfit, and retail from $10.00 to $47.50.

Write to-day for our dealer's proposition and discounts.

Prentiss-Wabers Stove Co.

55 Spring Street

Wisconsin Rapids, Wisconsin



AUTO-KAMP-KOOK-OVEN CLOSED



AUTO-KAMP-KOOK-OVEN OPEN

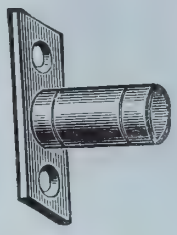
Every owner of an Auto-Kamp-Kook-Kit will want an Auto-Kamp-Kook-Oven. Made of heavy stamped steel, strongly braced and riveted to withstand rough handling. When open for use it measures 12 x 11 x 11", but by the clever arrangement of joints and hinges, folds up to 12 x 11 x 2" and weighs only 5 1-2 lbs..

Retail price $5.00

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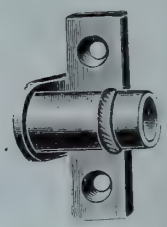
BRASS CURTAIN POLE FITTINGS

STRONG MACHINE MADE PLATES





No. 2154—Brass

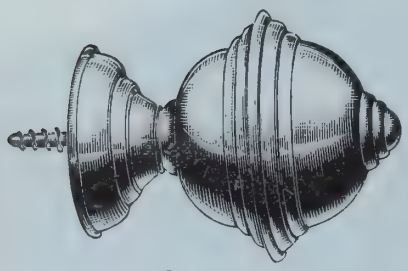


No. 874
Light Machine Made

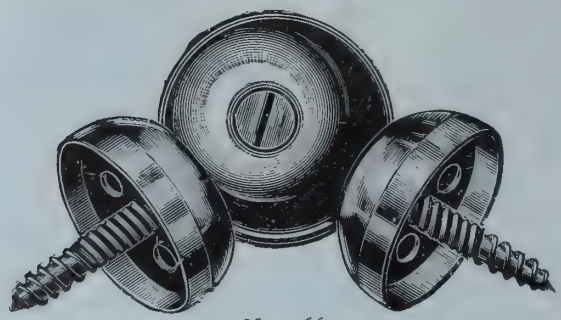
MEDIUM QUALITY



No. 70



No. 1771
1 1¼ 1½ 2 in.



No. 1667
1 1½ 2 in.

G. B. BIRCH & COY., CHEAPSIDE BRASS FOUNDRY,

BIRMINGHAM, ENGLAND.

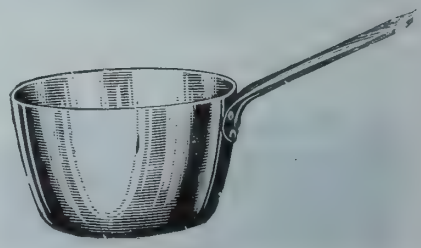
Western Buyers Write To:
D. A. McDONALD, 141 BANNATYNE AVE., WINNIPEG, FOR SAMPLES AND PRICES.

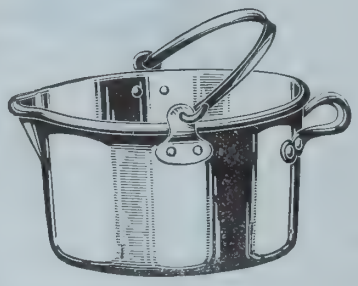
LONGLIFE ALL-BRITISH

Aluminium Hollow-ware









Designed & Manufactured by
BUNCHER & HASELER LTD
Metal Stampers & Spinners.
Branston St, BIRMINGHAM.
CONTRACTORS TO HIS MAJESTY'S WAR OFFICE, ADMIRALTY & AIR BOARD.
Established 1850.



REGISTERED TRADE MARK

MOTHER LAND TRADE SECTION



Canadian-American Rugby
4 Panel

ESTABLISHED 1873

JABEZ CLIFF & CO., LTD.

London Show Room:
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Phone: City 6180

Globe Works
WALSALL
ENGLAND

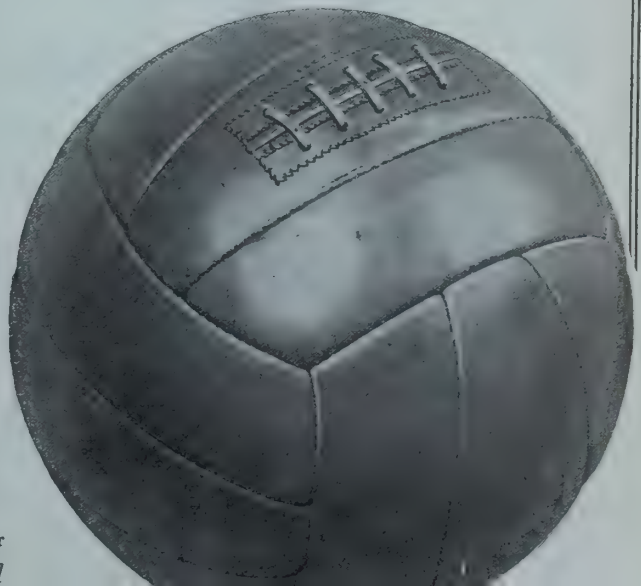
FOOTBALLS

We manufacture a full range of Footballs in many patterns, five sizes, and four qualities. They are all handsewn and of the very best cowhide, which is dressed under our personal supervision. Every ball carries our guarantee.

Write to the Factory for Catalog or Call at Show Room when in London

The Best Sellers are

The "Cliff"	**18 panel**
The "Globe"	**12 panel**
The "National"	**8 panel**
National-Welted	**8 panel**
Canadian-American Rugby	**4 panel**



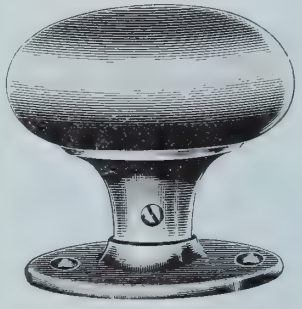
The Cliff
18 Panel

MOTHER LAND TRADE SECTION

BUILDERS' AND ARCHITECTS' HARDWARE

DOOR KNOBS

Threaded Spindles



POLISHED BRASS

No. 8133 x 2¼"

CHINA No. 5367 x 2¼"

CANADIAN MOUNTINGS and SPINDLES

FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM ENGLAND

Canadian Agent
S. Davies, Box 431, Weston, Ont.

CORPORATED MARK

"THE GUARANTEE OF QUALITY"

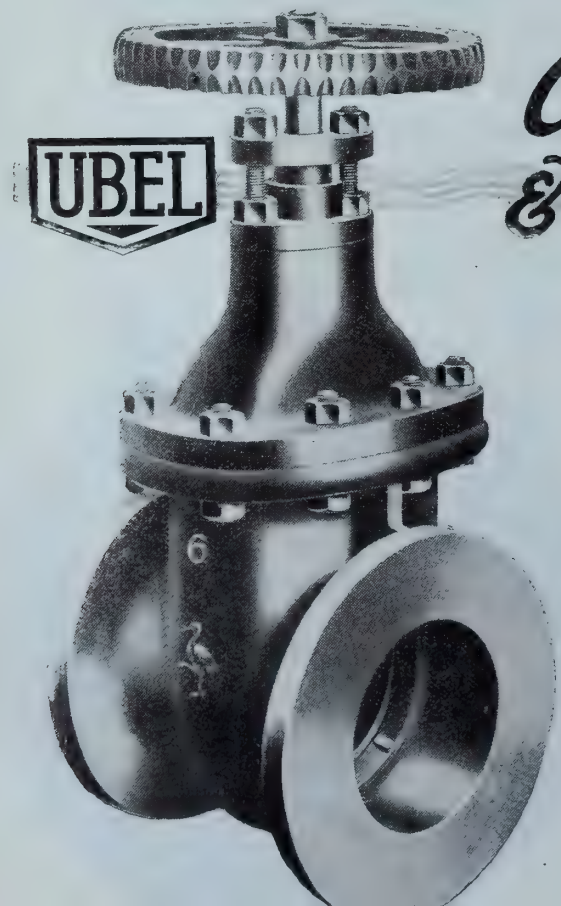
FINE HOLLOW-GROUND
"BEEHIVE" BRAND
RAZORS



Illustration No. 1030
Round or Square Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.
Beehive Works SHEFFIELD
Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto
CABLE: "BEEHIVE, SHEFFIELD"



Cast Iron Stop & Sluice Valves

EVERY Stop and Sluice Valve that leaves the "UBEL" factory is a tried and known unit. Each part, each element which goes to make the whole is submitted to most rigorous tests. The product that leaves the "UBEL" factory is the acme of reliability.

If you are interested in Gun Metal Steam Fittings and Boiler Mountings, write for Section "A"; Extruded Metals and Special Alloys, "B"; Rock Drill Pneumatic Fittings, "D"; "Expansion Points and Bends, "E"; Fire Fittings, "F"; Special Ships' Fittings, "G"; Heating Fittings, "H"; Injectors and Ejectors, "J"; Iron Stop and Sluice Valves, "K"; Lubricators and Lubricating Devices, "L"; Cast Iron Plug and Gland Cocks, "N"; Engine Governors, "O"; Semi-Rotary and General Hand Pumps, "P"; Spraying and Limewashing Machinery and Garden Fittings, "S"; Steam Traps, "T"; Plumbers' Water Fittings, "W."

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FIVE WORKS — UBEL — 3,000 WORKERS

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EMPRESS FOUNDRY

CORNBROOK
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MOTHER LAND TRADE SECTION

TRADE MARK



VULCAN

Thomas Ellin & Co.

LIMITED

SYLVESTER WORKS, SHEFFIELD

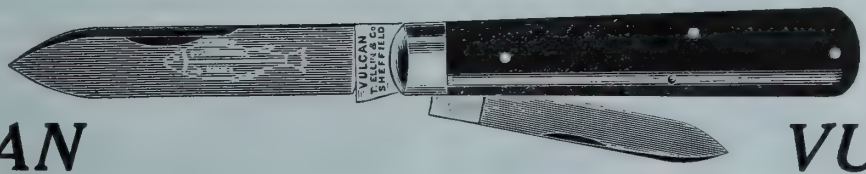
TRADE MARK



CUTTER

Telegrams: "SYLVESTER, SHEFFIELD" **Codes: A.B.C. 5th ED., WESTERN UNION, BENTLEY'S**

Established 1784



VULCAN *VULCAN*

CUTLERY

For

TABLE and POCKET KNIVES
BUTCHER KNIVES
RAZORS

AND

The famous "VULCAN" Table Cutlery



STAINPROOF and RUSTLESS

Made from Firth's Steel

Get in touch with our Representative for Canada

MR. G. L. COHOON
11 St. Sacrament St.
Montreal

MOTHER LAND TRADE SECTION

FENTON BROTHERS, Ltd., Silversmiths, SHEFFIELD, ENGLAND

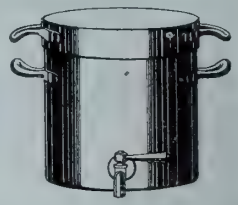
Solid Silver—Nickel Alloy

Every description of Silver and Electro-plate for table use and presentation.



Cutlery and Cabinets.
Stainless Steel Productions.
Ship, Hotel and Restaurant Outfits.





Fentia NICKEL is a stainless silver-nickel alloy which neither rusts nor corrodes at the highest temperatures. Impervious to acids, alkalis and all conditions of climate. It is ideal for table hollow-ware and flatware, cooking utensils, chemical and laboratory apparatus, golf club heads, etc. It bears a greater intrinsic value than the best quality silver plate, a greater utility value than sterling silver and retains the same high polish.

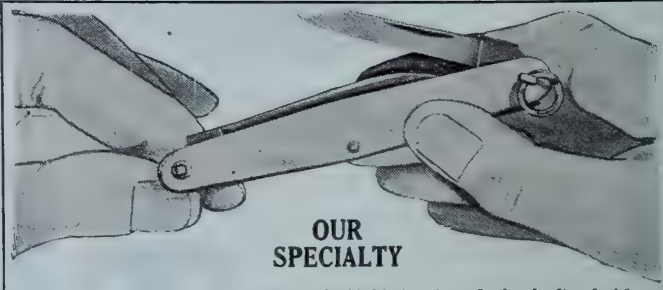
For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



OUR SPECIALTY

This knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blades instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

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AGENTS not yet appointed.
Orders and enquiries only entertained through recognised Indent Houses.

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Our Speciality Anchor Brand.



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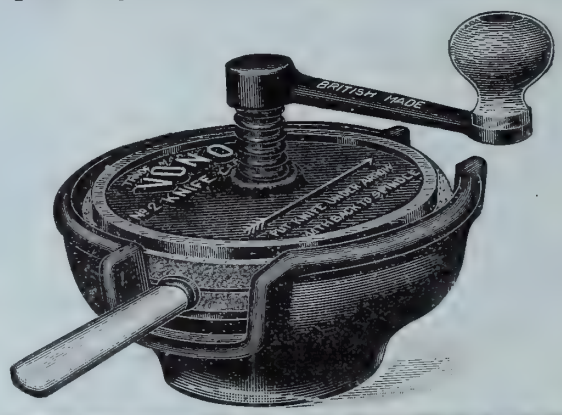
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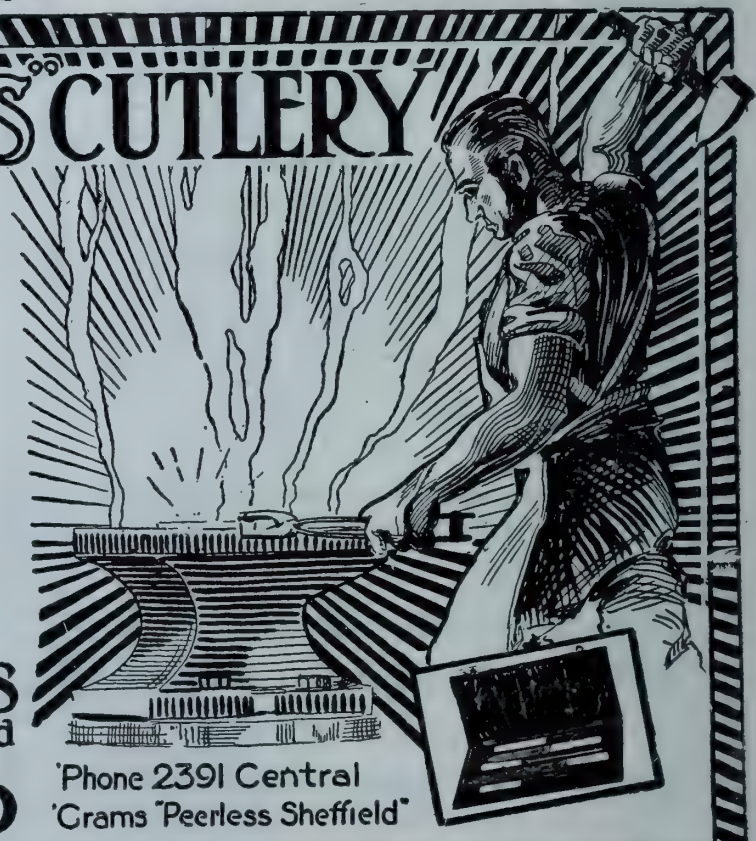
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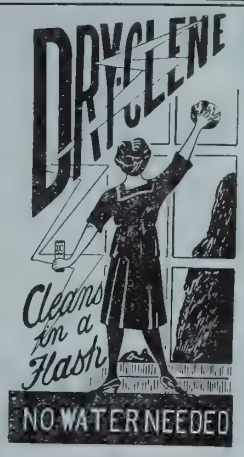
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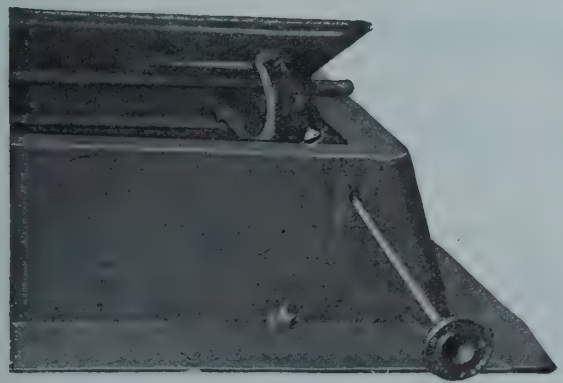
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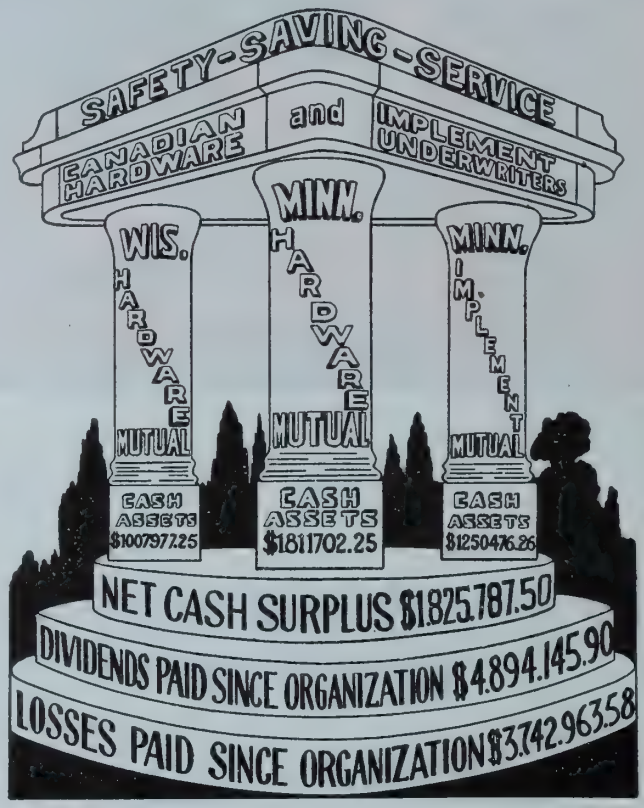
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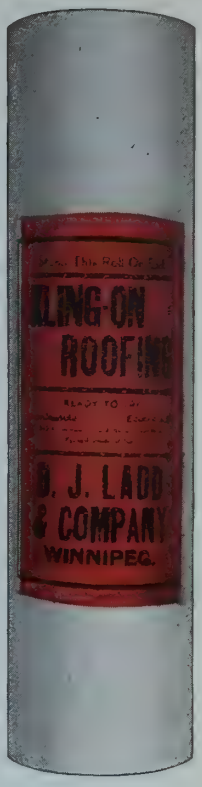
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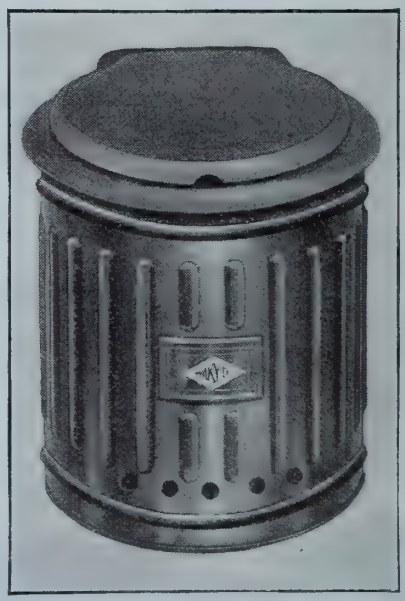
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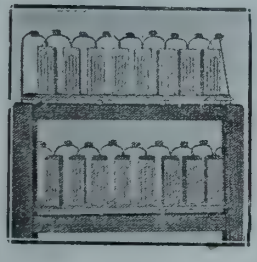
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O-Rib-O K.D. Round Pipe

Our K.D. Round Pipe can be instantly locked together without skill or tools. The lock is extremely simple, but absolutely prevents the pipe collapsing inwardly or pulling apart. The next section covers the lock and acts as a binder.

It is shipped in crates and well protected from damage in transit. It occupies only 1/25 of the space required for made-up pipe. It is made of black, tin and galvanized material, for smoke pipe or furnace pipe. Saves money. Cannot afford to be without them for either smoke pipe or furnace pipe.

O-Rib-O Self-Starter Adjustable Elbows

Suitable for rain water conductor pipe, smoke pipe or furnace pipe. Made of black, tin and galvanized material. Stock sizes: 3″, 4″, 5″, 6″, 7″, 8″, 8½″, 9″, 10″, 12″ and 14″. Larger sizes to order. For smoke pipe or furnace pipe this elbow is the best made. Is easily adjusted to any angle. Will not come apart. Saves time. You cannot afford to be without them.

O-Rib-O Manufacturing Company

Winnipeg, Manitoba

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

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For the

Convenience and Service

of

WESTERN CANADIAN SHEET METAL USERS AND SELLERS

Stocks of all lines are carried at

REGINA SASK. **CALGARY** ALTA. **EDMONTON** ALTA.

in addition to our large stock at the main plant.

WESTERN STEEL PRODUCTS, LIMITED

Manfrs.—Corrugated Iron, Metal, Shingles, Sidings, Ceilings, Eavestrough, Conductor Pipe, Oil Barrels, Oil Wagon Tanks, Range Boilers, Stock Troughs, Culverts, Well Curb, etc., etc.

Jobbers—Galvanized and Black Sheets, Tin Plate, Canada Plate, Copper, Zinc, etc., etc.

WINNIPEG MAN. **REGINA** SASK. **CALGARY** ALTA. **EDMONTON** ALTA.

MADE IN CANADA UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

SAWS

Simonds Canada Saw Co., Limited
Montreal, Que.
St. John, N.B. Vancouver, B.C.

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

SIMONDS

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

The Cash Register Tinkles—



Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

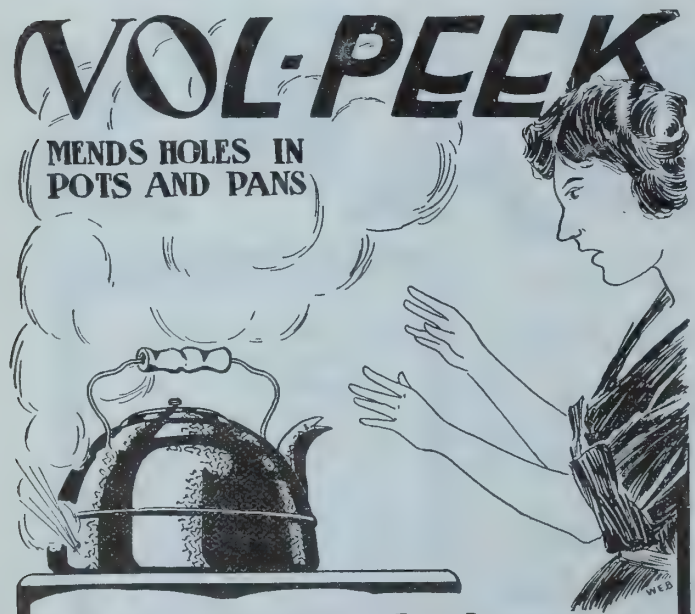
Maxwell
Food Chopper

There is the generous sales profit on an article in constant demand—**plus** customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

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Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
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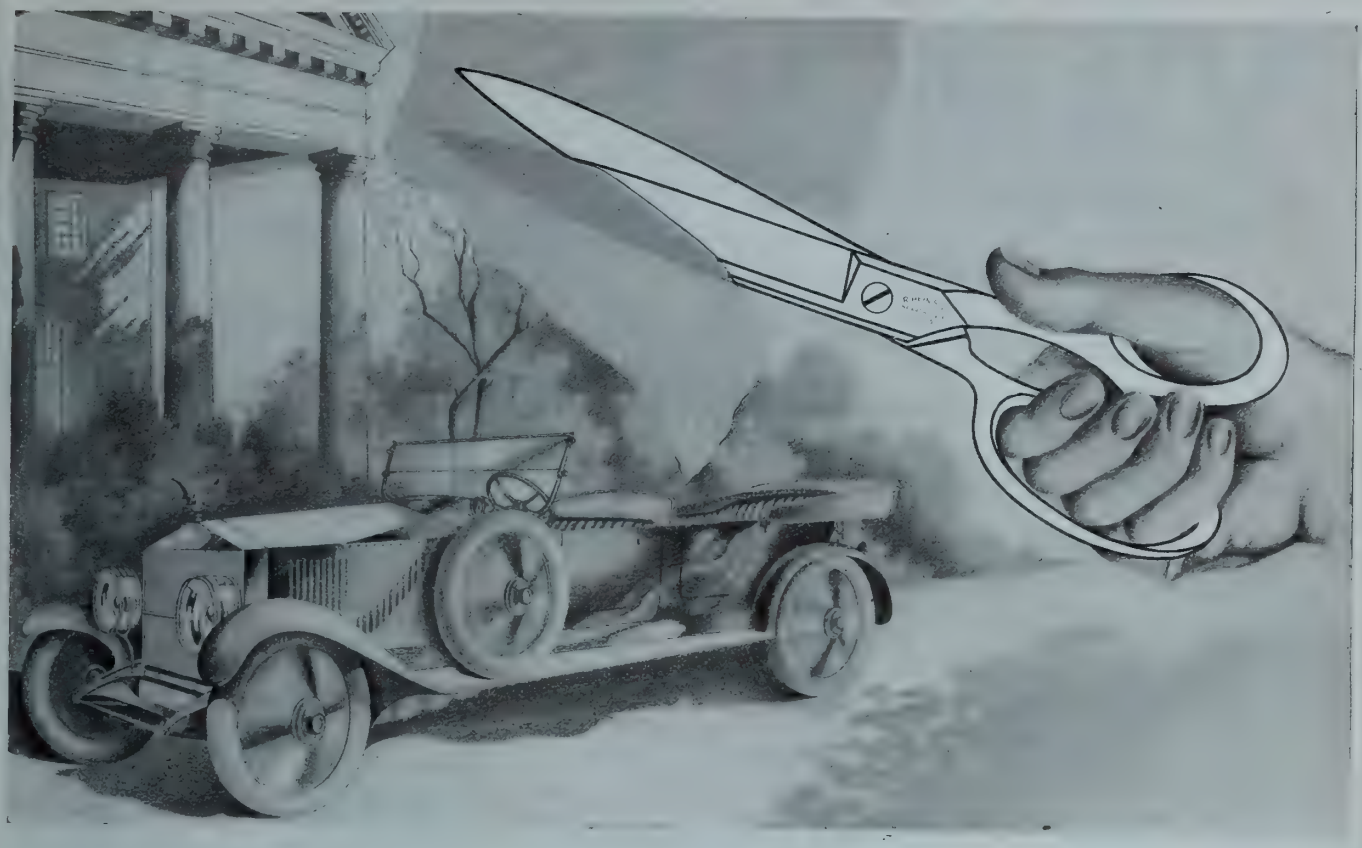
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Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

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Heinisch Shears—Are Built Like a High Class Car

You can sell no shears or scissors which give greater satisfaction than Heinisch.

From the rough drop forging to the final polish and adjustment, each of the 80 or more mechanical operations is performed with the highest degree of skill and precision.

This construction, combined with their excellent design, gives Heinisch products *several distinct advantages* which are splendid selling features.

These advantages are enumerated in a little booklet called: *"Points of Superiority."*

Why not write for a copy?

R. HEINISCH SONS WORKS

109-121 Bruce St. Newark, N.J., U.S.A.

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Canadian Hart Products Ltd., Hamilton, Ont.

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The Alabastine Co., Ltd., Paris, Ont.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
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McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
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The Veribest Aluminum Co., Ltd., Toronto, Ont.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

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ANVILS
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The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

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Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

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Wm. J. Brown, Montreal, Que.

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Towe & Towe, London, Ont.
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Canadian National Carbon Co., Toronto.
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Cannon Oiler Co., Keithsburg, Ill.
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The Chicago Flexible Shaft Co., Chicago, Ill.
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The Eclipse Mfg. Co., Indianapolis, Ind.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
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Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
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The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited. Vancouver, B.C.
Hoyt Metal Co., Toronto.

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Allcock, Laight & Westwood Co., Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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E. B. Eddy Co., Hull, Que.

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Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
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Canada Metal Co., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Dominion Belting Co., Hamilton, Ont.

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Gutta Percha & Rubber Ltd., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.
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Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Frederick Giles & Sons, Birmingham, England.
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Taylor-Forbes Co., Guelph, Ont.

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Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

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Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
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Canadian Veneering Co., Montreal, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

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Millers Falls Company, Millers Falls, Mass.
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BRAKE LINING
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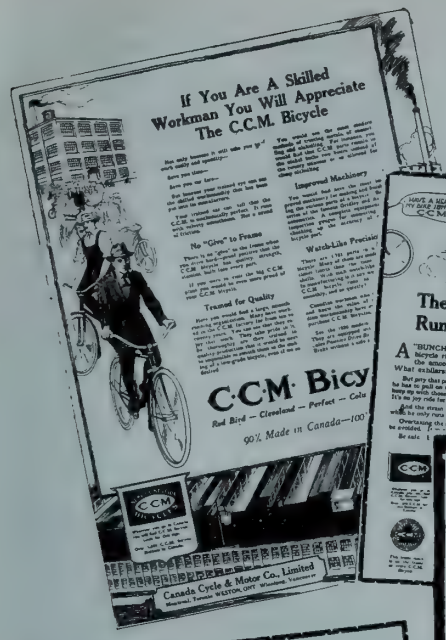
BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
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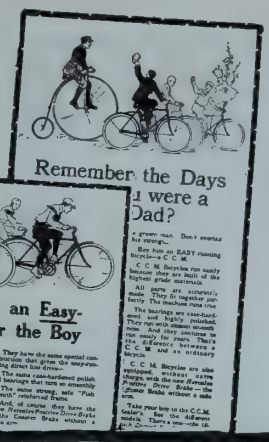
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BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Meakins & Sons, Ltd., Hamilton.
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Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.
The Waterloo Broom & Brush Co., Ltd., Waterloo, Ont.

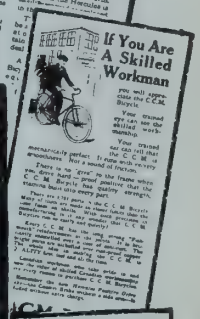




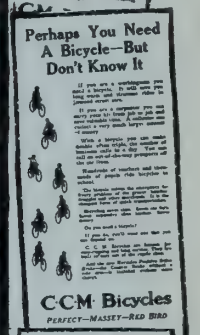


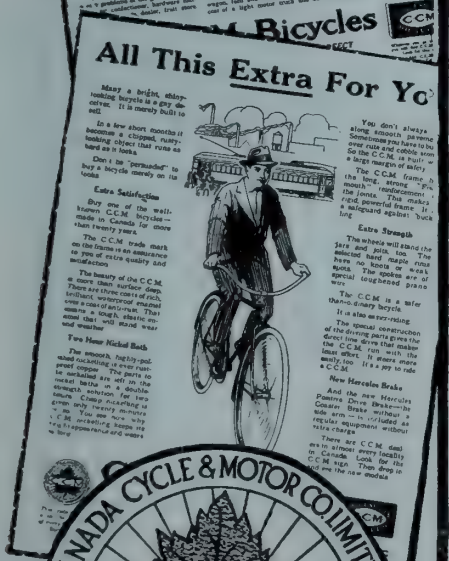


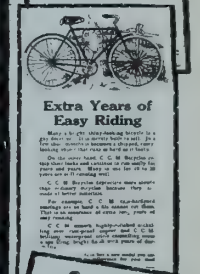
















Are You Ready For A Big Bicycle Year?

Last year's C. C. M. publicity campaign was the largest advertising campaign for bicycles during the last twenty years.

This year's campaign will be just as large and aggressive. What better proof of our confidence that 1921 will be a good bicycle year?

Are you ready for it? We have had an "open" winter and indications are we will have an EARLY spring. Is everything in readiness for the spring rush for

C·C·M· Bicycles

The Bicycle with the Triplex Hanger.

In many places street car fares have increased. In others the car service is poorer than ever. Every condition points in favor of the bicycle.

Have you a neat, attractive C. C. M. transfer on your window? Are your windows and your store inviting to the public? We can supply a nice assortment of display matter for window and inside the store.

Some vigorous advertising yourself in your local newspaper will tie your store up to our big national advertising campaign.

Full steam ahead for a big year in

Massey—Cleveland—Columbia--Red Bird
Perfect—Gendron--Ivanhoe Bicycles

The Canada Cycle & Motor Company, Limited
Montreal Toronto WESTON, ONT. Winnipeg Vancouver

CANADA CYCLE & MOTOR CO. LIMITED
C·C·M·
WESTON·MONTREAL·WINNIPEG·VANCOUVER

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Rubberset Co., Ltd., Toronto, Ont.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Alex. McArthur & Co., Montreal, Que.

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

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The National Cash Register Co., Toronto.

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The Toronto Lock Mfg. Co., Toronto.

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Walter Woods & Co., Hamilton, Can.

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The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

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Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
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BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

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The Lufkin Co. of Canada, Ltd., Windsor, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

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The Dustbane Mfg. Co., Ottawa, Ont.

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Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
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Beatty Bros., Ltd., Fergus, Ont.

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National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Fray & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEANER, WINDOW AND GLASS
Lafontaine & Harvey, London, Eng.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

CLOTHES LINE (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.
Appliances, Limited, Toronto.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
The Steel Co., of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CONTAINERS
The A. R. Whittall Can. Co., Ltd., Montreal.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CUSPIDORS (FIBREWARE)
E. B. Eddy Co., Ltd., Hull, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

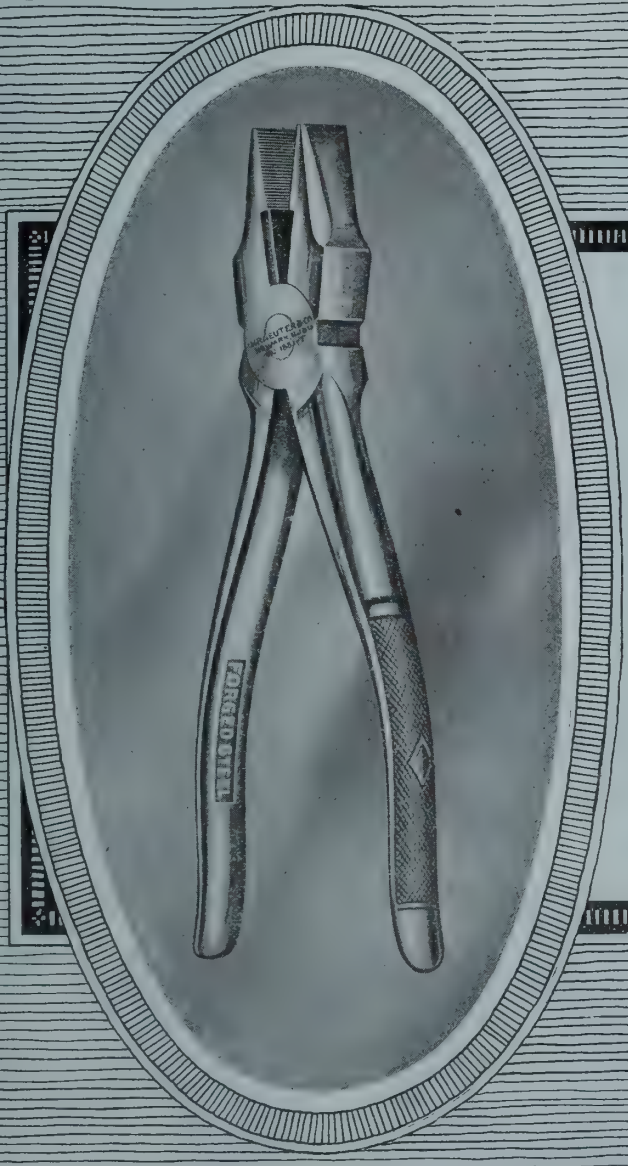
DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

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"They tried to copy our patterns,
But they couldn't copy our mind
So we left them, sweating and swearing,
A mile and a half behind."

KRAEUTER & CO., Inc.
ESTABLISHED 1860
Newark, N.J. U.S.A.

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The Toronto Lock Mfg. Co., Toronto.

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The Stanley Works, New Britain, Conn.

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Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
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Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DRILLS, RATCHET
The Keystone Manufacturing Co., Bufralo, N.Y.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

DRY COLORS
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Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephen & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
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Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC BELLS
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC FANS
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC FIXTURES
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
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ELECTRIC SPECIALTIES
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Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Spielmann Agencies, Montreal.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

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John Oakey & Sons, London, Eng.

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James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FARM LIGHTING OUTFITS (SYSTEMS)
Can. General Electric Co., Ltd., Toronto.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Weston Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.

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Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

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The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE PAILS
E. B. Eddy Co., Ltd., Hull, Que.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

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The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

FLATWARE
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Oneida Community, Ltd., Oneida, N.Y.

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FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
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Imperial Oil, Ltd., Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
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Gutta Percha & Rubber, Ltd., Toronto.

FORGES
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FRUIT JARS
Walter Woods & Co., Hamilton.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
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The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

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Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
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GALVANIZED PIPE
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GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
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Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Eureka Planter Co., Woodstock.

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Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

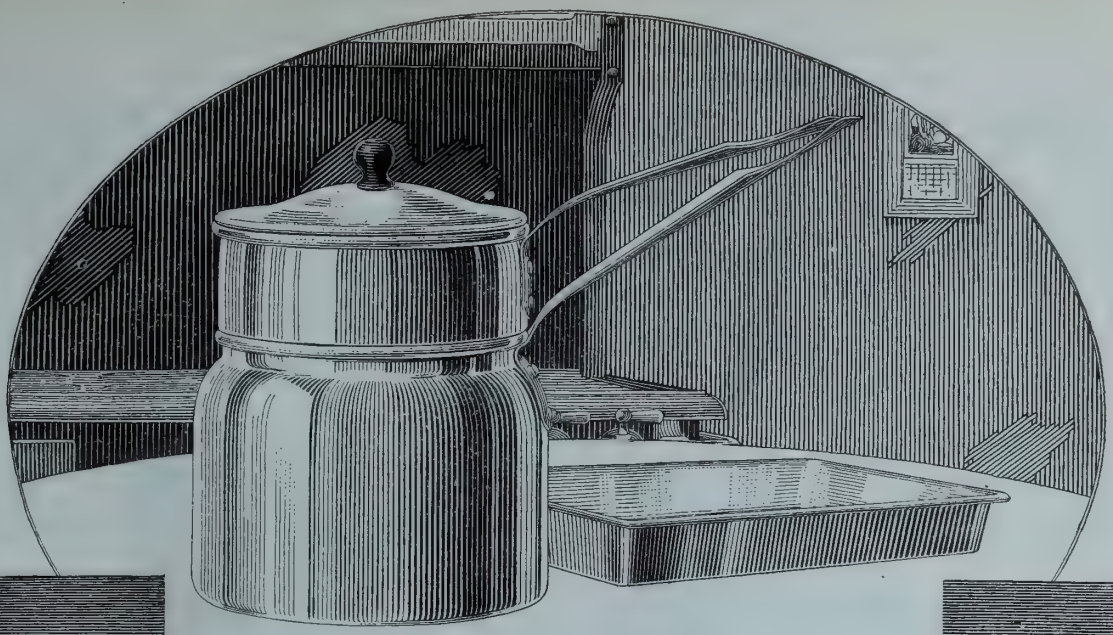
GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

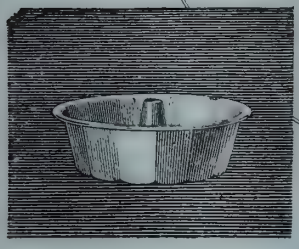
GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

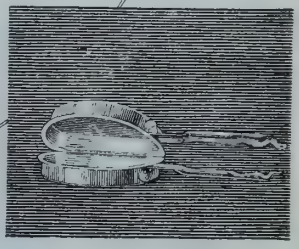
GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

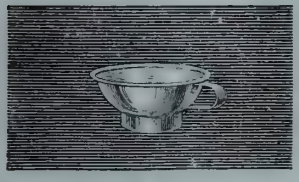
GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

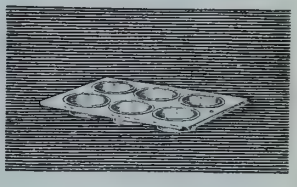
GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

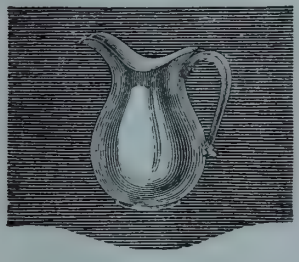


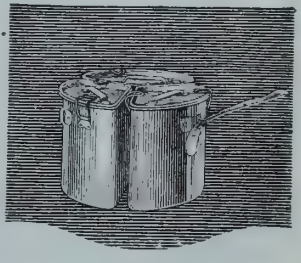












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The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GENERATORS
Canadian General Electric Co., Toronto.

GLASS, ART
The Consolidated Plate Glass Co., of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GREASE GUNS
Stevens & Co., New York.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

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E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

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The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE JOBBERS
Towe & Towe, London, Ont.

HARDWAREC, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

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The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont

HARNESS HARDWARE
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

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Chicago Flexible Shaft Co., Chicago, Ill.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont
Taylor-Forbes Co., Limited, Guelph, Ont

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOISTS
Manitoba Bridge & Iron Works, Ltd., Winnipeg

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y
The Canadian Hart Products Ltd., Hamilton, Ont

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The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont

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The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Empire Brass Mfg. Co., Ltd., London, Ont.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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E. B. Eddy Co., Ltd., Hull, Que.

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Jas. Morrison Brass Mfg. Co., Toronto, Ont

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Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamiloth, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
The Steel Co. of Canada, Ltd., Hamiloth, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
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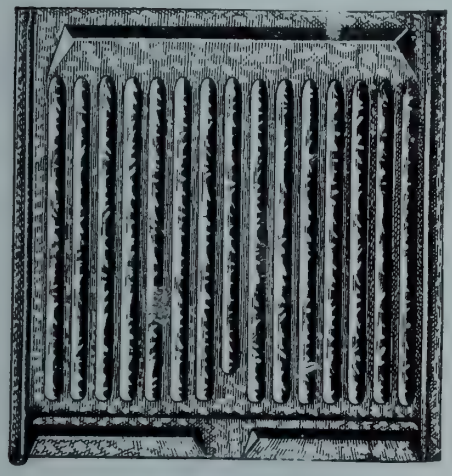
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

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Stanley Works, New Britain, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

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Boston Varnish Co., Everett Stn., Boston, Mass.
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JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.

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Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
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Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
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Landers, Frary & Clark, New Britain, Conn.

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Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
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KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

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Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

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L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMP COLORING AND FROSTING
Spielmann Agencies, Ltd., Montreal.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

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Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

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National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

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Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

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Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

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Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

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Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUM FINISHES
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Dominion Linseed Oil Co., Baden and Toronto.
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Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Canadian Yale & Towne Mfg. Co., St. Catharines, Ont.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
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Thomas Lewis Arnett, Souris, Man.

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Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MATCHES
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MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont
Niagara Falls Metal Stamping Wofks, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

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Canadian General Electric Co., Toronto.

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H. Nagle Co., Montreal, Que.

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Mica Co. of Canada, Ltd., Hull, Que.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTORS
Canadian General Electric Co., Toronto.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

MOTOR GENERATORS
Canadian Electric Company, Toronto.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass

NAILS, WIRE AND CUT
Canadian Tube Steel Products, Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

NIPPLES
Steel Co. of Canada, Ltd., Hamilton.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NEWSPRINT PAPER
E. B. Eddy Co., Ltd., Hull, Que.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on a product helps to build up your reputation for honest merchandise at fair prices.

The goods here described are made by Canada's oldest and largest manufacturers of roofings and industrial specialties and are endorsed by thousands of satisfied users in all parts of the Dominion. Our big advertising campaign is daily creating a demand for Barrett products. Here are two popular sellers.



Plastic Elastigum Patching Cement

THE plastic cement of a thousand uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Plastic Elastigum is a popular repair material for which dealers will find a tremendous demand this year.

Comes in 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, ½ barrels (about 300 lbs.), and barrels (about 600 lbs.)



Relining a gutter with Plastic Elastigum



Everlastic Liquid Roofing Cement

FOR renewing the life of old and worn-out prepared and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

It comes ready for use in packages of various sizes, ranging from 1-pint cans to 40-gallon barrels.



Anyone can apply it.

WINNIPEG VANCOUVER HALIFAX, N.S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.
The Tide Water Oil Co., New York, N.Y.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS
E. B. Eddy Co., Ltd., Hull, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.

PADLOCKS
C. O. Clark & Bro., Montreal, Que

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PAPER BALERS
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

PAPER BAGS
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

PAPER NAPKINS
E. B. Eddy Co., Ltd., Hull, Que.

PAILS
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
E. B. Eddy Co., Ltd., Hull, Que
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIGEON NESTS
E. B. Eddy Co., Ltd., Hull, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Colts Patent Fire Arms, Hartford, Conn.
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kraeutler & Co., Inc., Newark, N.J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POLE LINE MATERIAL
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Toronto Lock Mfg. Co., Toronto

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York
Stanley Works, New Britain, Conn

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PUTTY IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
The Gurney Foundry Co., Ltd., Toronto.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

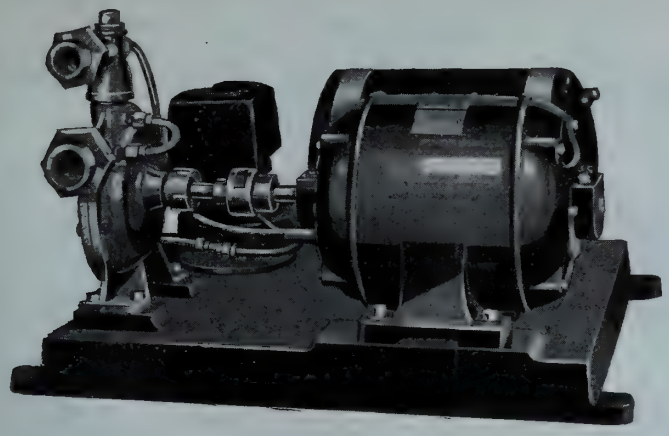
RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.



The New *Westco* Tankless Water System

It is very often said that nothing is so perfect but that it may be improved.

To some extent this is true—at least we think so—so much so, that we are always investigating to discover means of improving the Westco System.

The general operation of the Westco Tankless System represents absolutely the last word in water pressure systems. Therefore, it is only in the details of construction of the system that we can effect improvements.

If you already sell Westco Systems you should write us for particulars about the improved Westco System.

If you do not sell Westco Systems you should write and find out what you have been losing by not handling this line.

For your information: The Westco Tankless Water System is now fitted with an

All-Bronze Pump and New Westco Two-Pole Pressure Switch

Write us for complete information about this pump, which has only one moving part, and for our Dealer Co-operative Plan.

Westco Pumps Limited
707 Yonge Street,
Toronto, Ont.

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS

COPPERED AND TINNED WIRE

The quality of our product is highly commended.

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Operated by the CANADA METAL CO., Ltd.
TORONTO



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A Taylor Safe provides the protection they need.

Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

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THE BUYERS' GUIDE

REFRIGERATOR DRIP PANS
E. B. Eddy Co., Ltd., Hull, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Carnarvon, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
The Steel Co. of Canada, Ltd., Hamilton.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHADES, ELECTRIC
Canadian General Electric Co., Toronto.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Parrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
M. and L. Samuel Benjamin Co., Ltd., Toronto.
The Western Steel Products Ltd., Winnipeg, Man.

SHEETS BLACK STEEL
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIFTERS, FLOUR
Fred. J Meyers Mfg. Co., Hamilton, Ohio.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.

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The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

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A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

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SNOWSHOE HARNESS
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

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The Hoyt Metal Co., Toronto.

SOLDERALL
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
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The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

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Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

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B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

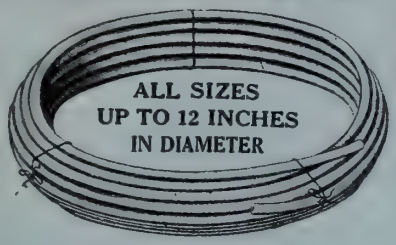
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
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London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Dominion Sheet Metal Co.,, Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Enterprise Foundry Co., Ltd., Sackville, N.B.
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The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
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Canadian Westinghouse Co., Limited.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Wells Bros. Co. of Canada, Galt, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Banwell & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

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TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn

TENTS
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The Thermos Bottle Co., Ltd., Toronto

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont

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Barton Netting Co., Windsor, Ont

TILING, RUBBER
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Gutta Percha & Rubber Co., Ltd., Toronto.

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Hyslop Bros., Toronto, Ont.
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Goodyear Tire & Rubber Co., Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
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The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
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1900 Washer Co., Toronto, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

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Wilkinson & Kompass, Hamilton.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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The Eureka Planter Co., Ltd., Woodstock, Ont.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Collins Mfg. Co., Toronto.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Montreal.
McArthur Irwin, Montreal.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Weston Wire & Nail Co., London.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
Schultz Bros. Mfg. Co., Ltd., Brantford

WRAPPING PAPER
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WRINGERS, ELECTRIC POWER
Appliances Limited, Toronto.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Spielmann Agencies, Montreal.

WROUGHT COUPLINGS
Canadian Tube & Steel Products, Ltd., Montreal, Que.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

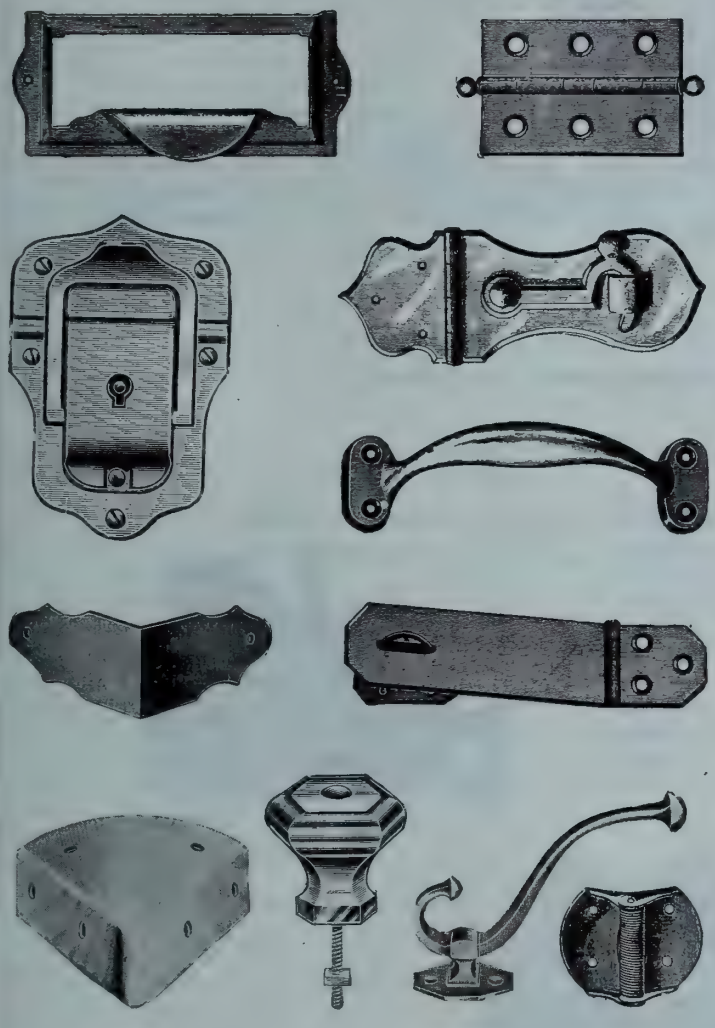
Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade, paving the way for the salesmen, lubricating your whole distribution system and creating friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.

The Brainerd Line



Cabinet
Refrigerator
Builders'
Furniture
and Chest

Hardware

The Brainerd Line is the most complete line on the market.

We are filling orders with the promptness that prevailed before the war.

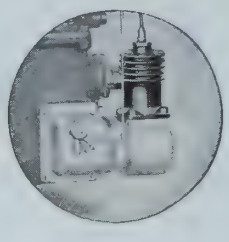
The Brainerd Manufacturing Co.

East Rochester, New York, U.S.A.

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KELLOGG TIRE PUMPS

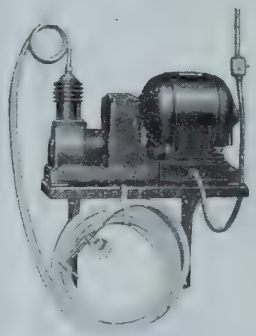
THE STANDARDIZED MOTORING COMFORT AND TIRE INSURANCE



For Passenger Cars

Power driven tire pumps for 90% of all passenger cars.

Highly perfected and standardized.





For Trucks

Power driven tire pumps for truck tires from the smallest to the largest giant pneumatics. Best proved by longest tests as regular or special equipment on 95% of all trucks manufactured today.

PIONEER MANUFACTURERS OF TIRE PUMPS

Kellogg patented features guarantee air free from oil



Combination Grease and Oil Gun

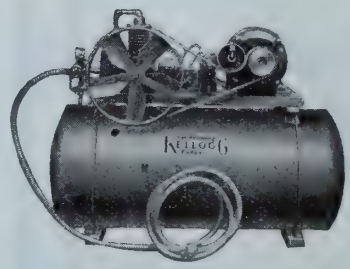
Complete Line of Hand Pumps 1, 2, and 3 Cylinders



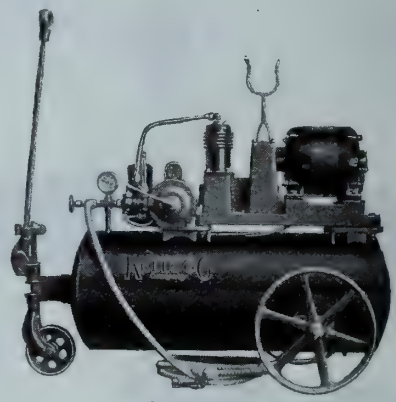
No. 21 Hand Pump

A hand pump of unequalled quality. Brass cylinder, stamped steel footpiece, 36-in. hose, lubricated cup leather, very easy-working pump, durable and efficient.

A medium size compressor of sufficient capacity for the average garage. A. C. or D. C. motor gear driven single cylinder pump.



Heavy Duty—Model EM-52



Model EM-241

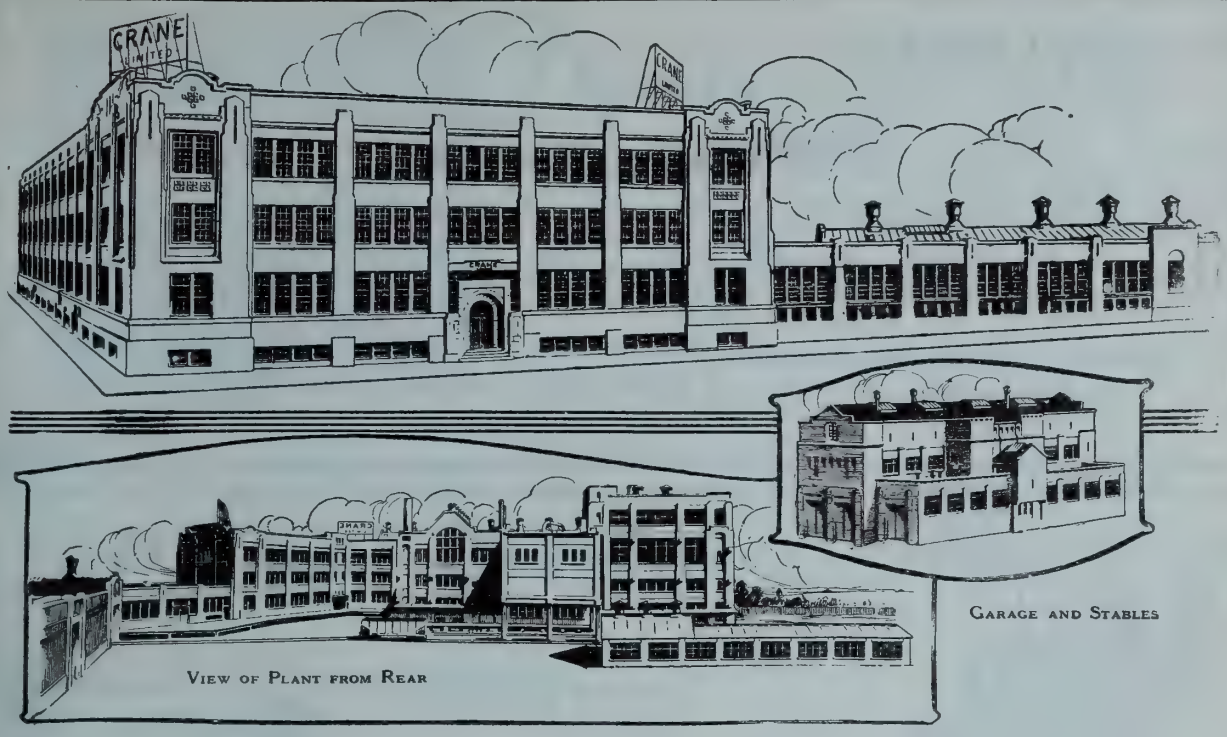
Double cylinder disc valve type pump. Constant level oil feed system. Very compact and complete, requiring no extras. Capable of handling requirements of large garages.

Write for Catalog and further information

KELLOGG MAUFACTURING CO., ROCHESTER, N. Y.

CHICAGO SAN FRANCISCO

If interested tear out this page and place with letters to be answered.



View of Plant from Rear

Garage and Stables

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

The establishment of Works at Montreal and Branches (carrying complete stocks) in other principal Cities of Canada enables us to give "CRANE" service and quality throughout the Dominion.

CRANE Quality — Any Purpose or Pressure

Cast Iron Fittings, Screwed and Flanged.
Malleable Iron Fittings.
Cast Steel Flanged Fittings.
Forged Steel Screwed Fittings and Flanges.
Unions and Flange Unions. All iron, all brass, brass to iron.
Brass Fittings, Screwed and Flanged.
Drainage Fittings.
Valves (brass, iron and steel.)
Power Plant Equipment : Pipe Bends, Flanged and Screwed Pipe.
Steam Specialties.

CRANE Quality

Plumbing and Heating Materials. The last word in equipment for the Home, Factory, Office, or any other type of building.

Branches and Warehouses:
Halifax, Ottawa, Toronto, Winnipeg, Regina, Calgary, Vancouver.

Sales Offices:
Quebec, Sherbrooke, Hamilton, Victoria.

CRANE LIMITED
HEAD OFFICE & WORKS
280 ST PATRICK STREET
MONTREAL

CRANE BENNETT Limited
Head Office and Warehouse:
London, England.

Sales Offices:
Manchester, Birmingham.

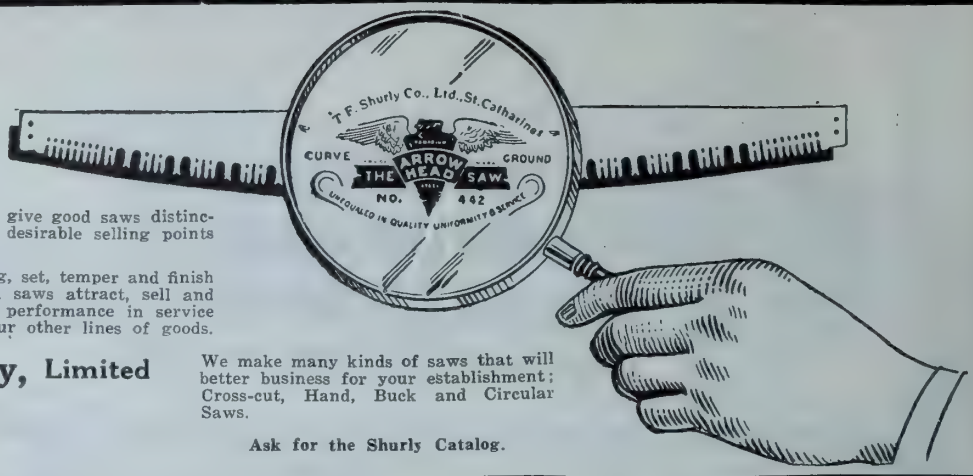
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Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

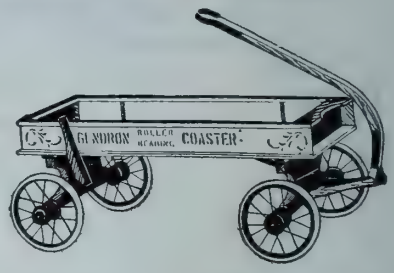
Ask for the Shurly Catalog.



WHEEL GOODS

A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., Limited, TORONTO



Stratford Builders' Hardware

Striking in Design and Appearance

With the excellent building prospect in view you will find it easy to close many profitable sales with this superior line of Builders' Hardware. The following list gives some idea of the range of our lines, and the illustration to the left of the quality.

No. 142 Hook
Cast Brass

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

Order Now



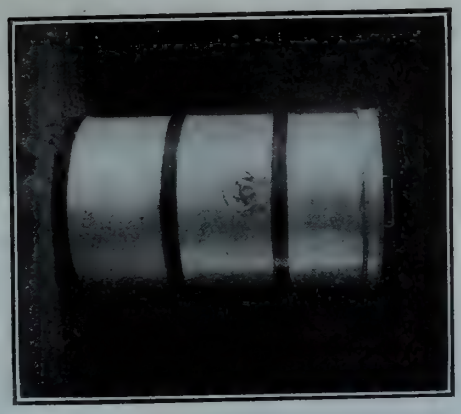
When you see "Canada" on an Ash Sifter it means—the best that money and experience can make.

For Fall Selling

Place your order early for the ever popular Canada Dustless Ash-Sifter. Be ready for Fall Selling, when the many features of the "Canada" will make sales easy. Sure to impress customers by these special points: The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band round bottom, and general superiority of design. Convenient, clean and dustless.

J. Samuels
275 Queen St. W. Toronto

If interested tear out this page and place with letters to be answered.



Reed's "Super-Service"

Trade Balance and Ash Cans

EVERY DOLLAR kept in Canada means a reduction of our adverse trade balance, and greater prosperity for our country. No longer is it necessary for users of heavy-weight ash or waste cans to purchase foreign-made goods. REED'S "SUPER-SERVICE" All Steel Cans are built in Canada by Canadians for Canadians. They are built in various sizes of heavy steel plate, galvanized, with reinforced tops, bottoms, and sides. And the prices are right, too.

We also manufacture "Almetl" Fire Doors, "Burt" Ventilators, Steel Tanks, and other metal specialties.

Let us quote you on your requirements.

Geo. W. Reed & Co., Limited, Montreal

What Every Horse Needs Now

EARLY Spring is the hardest time of year for horses. Now is the time every humane owner or teamster is in the market for a dependable, comfortable collar pad to protect the horses from strain.

TRADE MARK Ventiplex PADS

are the most practical pads on the market. In selling VENTIPLEX you accomplish two things: you satisfy your customer and you make good profit.

VENTIPLEX PADS only need to be shown to be sold.

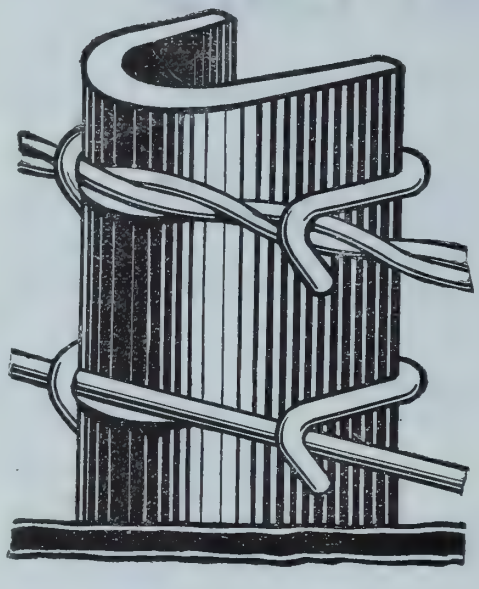
Write now for prices and particulars, to

The Burlington-Windsor Blanket Co.
Toronto - Ontario



If interested tear out this page and place with letters to be answered.

"BURLINGTON" Steel Fence Posts



A High Class Investment That Sells Readily

You can sell the farmer no better fence investment than "Burlington" Steel Fence Posts. Because of their strength and permanence they outlast any other type of post. They are easily put in—no holes to dig or earth to fill in and the wire is quickly attached.

These are "Burlington" features that make satisfied customers. "Burlington" advertising in the leading farm papers develops prospects for you.

Write for Complete Details

Burlington Products, Ltd.
305 Sherman Ave. N.
Hamilton, Canada

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE

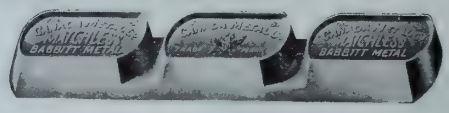


For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

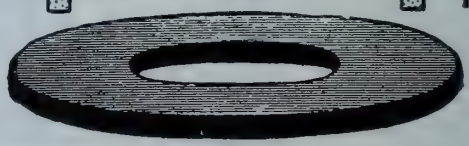
Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON WINNIPEG VANCOUVER MONTREAL

Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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HORSE BLANKETS

There Will Be Quick Sales and Repeat Orders for the Dealer Who Handles

Imperial Brand

New Patterns in Jute, Duck and Kersey

The quality of the material and workmanship of Imperial Brand Blankets have made them big sellers. The new patterns please the eye and help sales.

The lining is of a very superior quality. It is of a soft, thick felt, which is warm and comfortable for the horse and wears exceedingly well.

Our travellers are showing samples.

Samuel Trees & Co., Limited Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. East, Toronto, Ont.

ESTABLISHED 1866

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

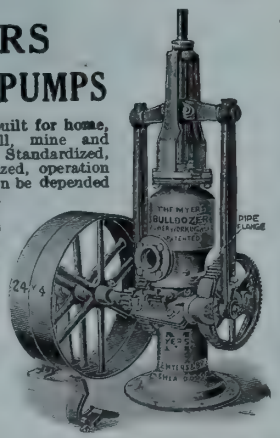
and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.

ASHLAND OHIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

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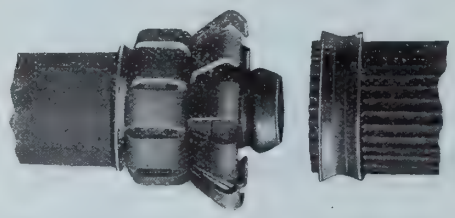
You're the Doctor!

Prescribe
BANNER HOSE CLAMPS AND MENDERS

As a Spring Tonic for sickly garden hose. A sure cure for the weak and disabled, and indispensable for fitting out the new.

Be sure you're ready, for without these fittings your emergency cases will seek first aid elsewhere.

HOSE MENDER

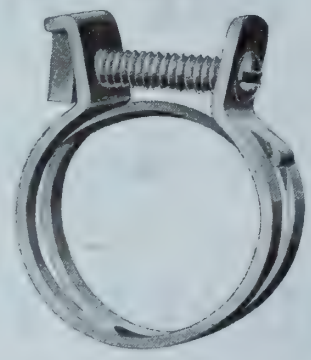


RUST PROOF

Made in two sizes—½ and ¾ in.

The only Mender on the market affording a permanent and non-leakable splice without injury to the outer surface or inner fabric of the hose. Directions for using enclosed in each carton of two dozen.

CLAMP



½ IN. 3 PLY
½ IN. 4 PLY
⅝ IN. 3 PLY
¾ IN. 2 PLY
¾ IN. 3 PLY
⅞ IN. 4 PLY

All clamps, bolts and nuts are galvanized and the size and ply are stamped on each and every one.

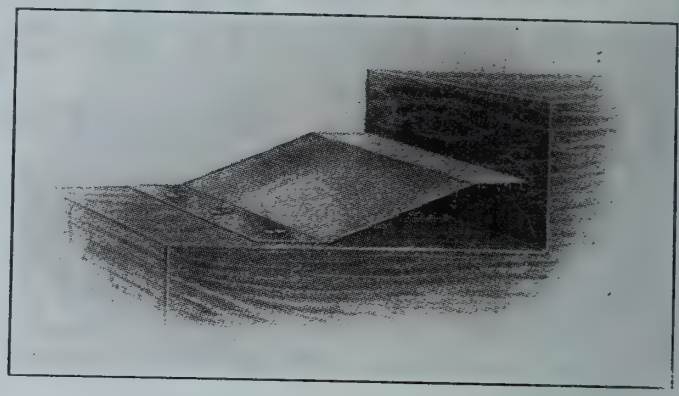
ASK YOUR JOBBER FOR PRICES.

Manufactured by

Ontario Lantern & Lamp Co., Limited.
HAMILTON, CANADA.

PROGRESSIVE STORES
are all selling

DRAFTPROOF
SPRING-BRASS
WEATHERSTRIPPING



An equipment for the permanent elimination of drafts and conservation of fuel.

Now booking, for fall delivery.

The Metal Weatherstrip Company
Ottawa, Ontario

Kindly supply full particulars re your product.

Sgd. .....

City or Town .....

The New Perfection Sprayer

Thousands of Satisfied Customers



The New Perfection is convenient in all respects, has been giving satisfaction to thousands of satisfied customers in all parts of Canada for twenty years. Made in heavy sheet brass or galvanized steel, tested to 75 lbs. pressure, and is fitted with our improved Simplex Spray Nozzle.

It is recognized as the foremost hand-compressed air sprayer now on the market. It readily sells on its merits.

Handled and sold by all the leading jobbing trade from Halifax to Vancouver. If your jobber cannot supply you, write direct to us for prices and descriptive folder.

The New Perfection is made by Canadian mechanics, in Canadian factories, from Canadian materials, backed by Canadian capital, and is the ideal sprayer for Gardens, Field Crops, Fruit Trees, Vineyards and Greenhouses.

The New Perfection Sprayer Co.
Manufacturers
Galt, - Ontario

Spray Nozzles and Spraying Accessories of all kinds.

If interested tear out this page and place with letters to be answered.



Equipment Increases Store Efficiency

Modern Equipment Adds Value of Another Salesman to the Store —Keen Competitive Basis of Future Business Demands Most Efficient Store Equipment

THE value of modern equipment in the hardware store is fully realized by most merchants, but it remains for an authority on merchandising matters to figure out on a dollars and cents basis that the use of modern equipment adds the value of another salesman and that good equipment is as important as efficient man-power.

A recent investigation has revealed the fact that those merchants whose turnover is highest and net earnings greatest in percentage are generally those who have paid some attention to the economics of internal arrangement. The point is illustrated by stating that in a certain store the unnecessary distance traversed between the stock of a certain article and the weighing machine amounted to 300 miles of unnecessary walking, waste energy and lost time in one year. Needless to say, that particular article was re-located promptly.

The generous use of modern display fixtures, showcases, cash carriers, weighing machines, etc., saves many steps in the hardware store and increases the annual turnover per man. The underlying idea of the statement that modern equipment saves the cost of a clerk is not that such equipment will displace a clerk, but rather that it will increase the efficiency of the present staff. Business has taken on a changed aspect recently, competition for business is keener and the merchant who has every means of efficiency at his disposal will be the one to come out best in the struggle for business during this year and ensuing years.

Above is shown a typical hardware store where the value of modern equipment is fully realized. Note the up-to-date showcases, wall fixtures, lighting arrangements, etc.





Prepare for the keen competition which will come soon by letting us fit your store with "CAMERON" FIXTURES

Expressions of Appreciation From Our Customers

Our sales have increased considerably on account of the goods being displayed properly.

W. Walker & Son, Limited, Toronto.

We have learned from experience that this is the most satisfactory way of increasing our business.

Platt Bros., Toronto.

We have an exceptionally well-equipped store which will greatly facilitate service.

Cutts Hardware Co., Toronto.

The illustrations here shown are made from actual photographs of departments in two of Toronto's leading hardware stores. **Cameron Wall Fixtures** and **Display Cases,** used throughout, have after a trial of from one to two years proven beyond doubt to be real business-getters.

Cameron Fixtures mean efficient service to your customers, and attractiveness to your store.

We are specialists—Write us, enclosing rough sketch with measurements, and we may be able to serve you; no obligations.

CAMERON & CO., 74 LOGAN AVENUE TORONTO



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Walker MEDIUM PRICED **Fixtures**

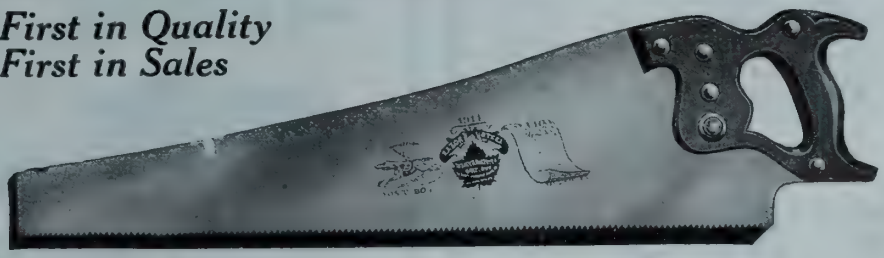
Unit Section Fixtures

COUNTERS
SHOW CASES
DISPLAY TABLES
SHELVING

The Walker Bin & Store Fixture Company, Limited
KITCHENER - ONTARIO

MAPLE LEAF SAWS

First in Quality
First in Sales



Maple Leaf Saws are the Standard of Canada, and the mechanics' choice. Our saws are made on a high standard basis that wins satisfactory sales and repeat orders for the dealer.

You can sell Maple Leaf Hand Saws in full confidence that "worth while" prestige for your store will be the logical result.
Maple Leaf Saws are built for service.



The Premier Cross-Cut Leads; others follow.

Crescent Ground — Easy Running.

Easily Fitted—Racer's Favorite.

Shurly-Dietrich Co., Ltd.

GALT CANADA

Branches:

VANCOUVER OTTAWA

The fastest cutting Saw made.

The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.



Good Cooks will have no other.

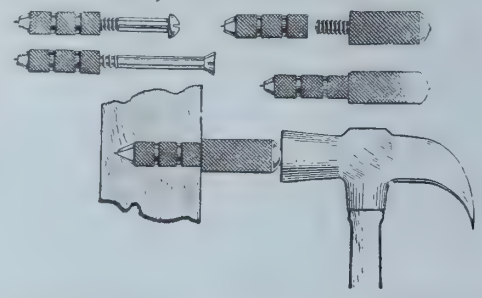
GENUINE
HUNTER'S SIFTER
The Standard for a Quarter-Century

—Body of **one piece of extra heavy tin plate.** Not the cheap kind.
—Unbreakable handle joint. No solder to come loose.
—Long handle, easy to hold steady while turning crank.
Detachable cap in handle. Entire Sifter can be taken apart for cleaning.
Removable sieve. Strongest wire-mesh.

Wire Goods of Every Description. Ticket Punches.
Window Guards Ornamental Wire, Iron and Bronze Work.
Catalog on request
THE FRED J. MEYERS MFG. CO. HAMILTON, OHIO, U.S.A.

If interested tear out this page and place with letters to be answered.

THE ONLY SCREW HOLES IN THE WORLD



Immediate Delivery from stock on the following sizes

No. Wood Screw		Length	No. Machine Screw		Length
4	Holes	½″	4-36	Holes	½″
6	"	13/16″	6-32	"	13/16″
7	"	13/16″	6-32	"	11/32″
8	"	13/16″	7-32	"	13/16″
9	"	13/16″	8-32	"	13/16″
10	"	13/16″	9-30	"	13/16″
11	"	1″	10-24	"	13/16″
11	"	13/16″	10-32	"	13/16″
12	"	1″	11-24	"	1″
12	"	13/16″	11-24	"	13/16″
14	"	17/16″	11-24	"	½″
16	"	17/16″	12-24	"	1″
18	"	17/16″	12-24	"	13/16″
20	"	17/16″	14-24	"	17/16″
			16-22	"	17/16″
			18-20	"	17/16″
Each size packed 100			20-20	"	17/16″
Screw Holes and one			¼″-18	"	17/16″
Driving Head in a Box.			5/16″-18	"	17/16″

I. J. STINE SCREW HOLES CO.
WATERBURY, CONN.

TRIMO



The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6″, 8″ and 10″ size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company
Roxbury (Boston), Mass., U.S.A.

NUMBER ONE

OF OUR NEW SERIES OF POCKET-BOOKS

ALUMINIUM

"HINTS AND HELPS" DEALS WITH FOUNDRY PRACTICE; CHOICE OF ALLOY, MELTING & POURING, MOULDS, CORES, ETC.

Write for your Copy now

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO
Eastern Agents:
Spielman Agencies, Montreal

NU-LUSTRO PIANO CREAM

FOR PIANOS AND FINE INTERIOR FINISHES

NU-LUSTRO AUTO RENEWER

FOR AUTOS AND EXTERIOR FINISHES

This new polishing cream, the latest scientific discovery, contains no turpentine, wax, acids, alcohol, ammonia or other injurious ingredients.

NU-LUSTRO is not a COATING.

IT IS BENEFICIAL to fine finishes.

If you have not NU-LUSTRO in stock, you are losing business. Write for samples. Our prices are interesting.

HOME PRODUCTS CO.
Hamilton, Ontario

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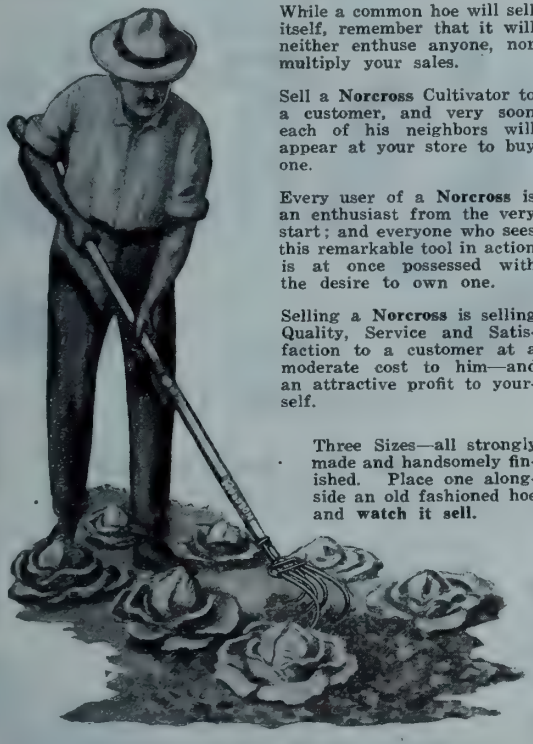
Norcross *Garden Cultivators*



Every Garden Needs One

GARDENERS—Farmers—Florists—people in towns with the smallest gardens—all have use for a **Norcross** Cultivator or Weeder. There is a steady demand for them from the time gardening starts until the last weed has disappeared and cultivation is completed.

DEALERS: With just a little special effort you can double your Garden Tool business by simply seeing to it that these modern tools are properly displayed—and their good points explained.



While a common hoe will sell itself, remember that it will neither enthuse anyone, nor multiply your sales.

Sell a **Norcross** Cultivator to a customer, and very soon each of his neighbors will appear at your store to buy one.

Every user of a **Norcross** is an enthusiast from the very start; and everyone who sees this remarkable tool in action is at once possessed with the desire to own one.

Selling a **Norcross** is selling Quality, Service and Satisfaction to a customer at a moderate cost to him—and an attractive profit to yourself.

Three Sizes—all strongly made and handsomely finished. Place one alongside an old fashioned hoe and **watch it sell.**

C. S. NORCROSS & SONS
Manufacturers
BUSHNELL, ILL., U.S.A.

Profits Come Easily

When you sell one of the following five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

These files are standard quality and need no "pushing"; there is a large and steady demand; you get a good profit.

Carry a moderate stock and replenish as needed from your jobber. We carry large reserves.

Made in Canada by

Nicholson File Company
Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

HAVE YOU ORDERED FENCING?

The Fencing Season is here. Have you made arrangements to take care of your Trade?

There will be a last minute rush for Fencing, and when the Farmer wants it—he wants it.

Don't lose business—write us to-day. We can take care of your demands with the best fence made.

"CANADIAN"

A heavy stiff stay fence

"AMERICAN"

The fence with the "Hinge Joint"

"AMERICAN" Steel Fence Posts

Galvanized inside and out,
No staples or clips needed.

POULTRY FENCE
LAWN FENCE
GATES

Coiled Wire, Barbed Wire and Staples

Write to-day for catalogue and prices

THE CANADIAN STEEL AND WIRE CO. LIMITED

HAMILTON, ONT. WINNIPEG, MAN.

TWO ARTICLES

that you cannot afford to be without this Spring.





They have proven satisfactory wherever sold.

Made to stand hard usage.

Don't wait till the last minute—but order early and be able to supply when asked for.

Eureka Post Hole Digger, $25.50 doz.

King of Field Corn Planter, $14.00 doz.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE, ONTARIO

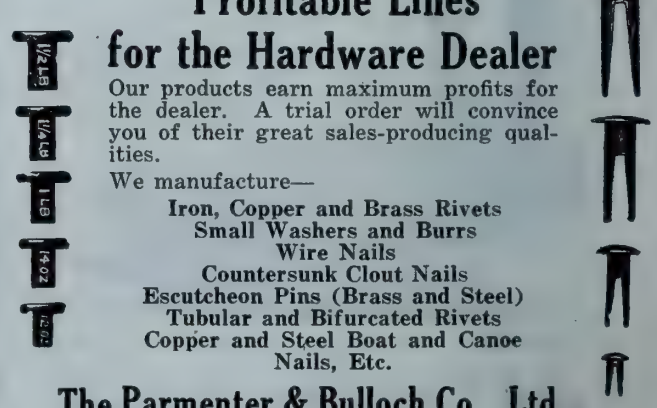


More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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TRADE

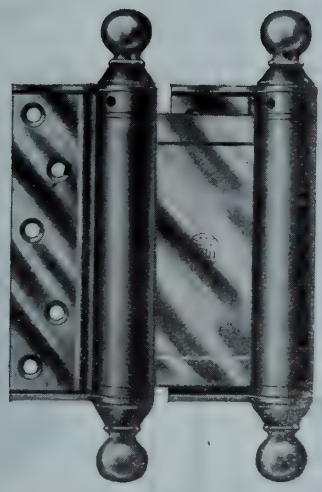
CHICAGO

MARK

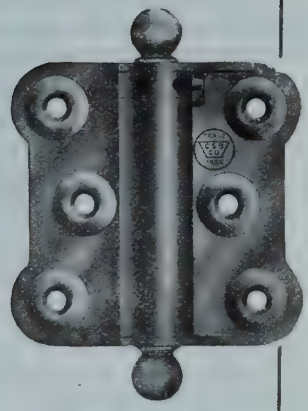
SPRING HINGES



Relax Spring Hinge



Triplex Spring Hinge



Chicago Screen Hinge

Building Business with Hinges

The popularity of Chicago Spring Hinges makes it easy for the hardwareman to build permanent, lasting business. Every new building that goes up in your town or community is a prospect for Chicago Hinges. The many famous buildings, including: the Toronto General Hospital; Selfridge's great London store in England; Grand Central Terminal; Woolworth and Cunard Buildings of New York, equipped with Chicago Hinges, offer convincing proof as to their quality, finish and service.

Chicago Spring Butt Company

CHICAGO NEW YORK

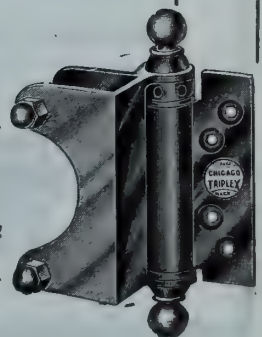
SPRING HINGE SPECIALISTS

Send for Catalogue M36



TRIPLEX

Double-Acting ←LAVATORY DOOR SPRING HINGES→ Single-Acting



If interested tear out this page and place with letters to be answered.



Hack Saw Frame
No. 1042

Red Devil
REG. U.S. PAT. OFF.

Hack Saw Equipment Already Has a Reputation for Service



Hack Saw Blade
No. 1239

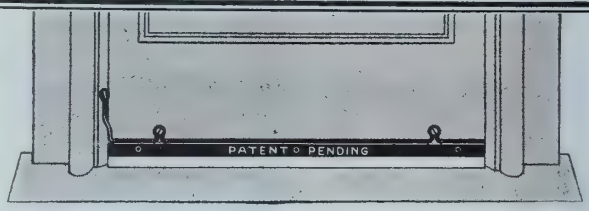
Catalog of Mechanics' Tools on Request.

Pliers, Glass Cutters, Auger Bits, Chain Drills, Punch Sets, Wrench Sets, Chisel Sets, etc., etc.

The line is complete, only a few items are illustrated. Three other blades are No. 238, Heavy Power; No. 237 for Extra Heavy Power, and No. 1239 for hand frames.
In all cases the teeth are milled (not punched) and evenly set. The number of teeth to the inch, the material of which the blades are made, every point is carefully adjusted for the work to be done.

Many mechanics will use no other Hack Saws

SMITH & HEMENWAY CO., INC., 89 COIT STREET IRVINGTON, N.J.



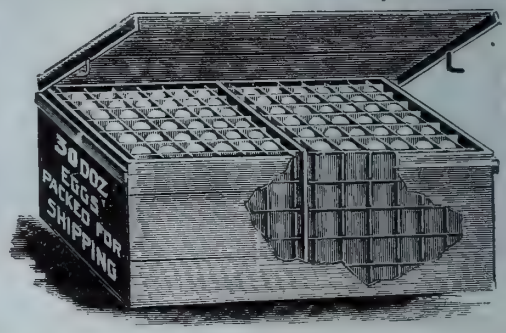
The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

Bolts
Nuts
Rivets
Spikes
Wire Nails
Twisted Steel for Reinforcing
Fence Staples
Wood Screws
Fine Wires
Wrought Pipe
Nipples
Smooth Steel Wires
Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

"A CLEAN SWEEP"

When you sell a Housewife one of our brooms, you can guarantee her it will sweep clean.

The Broomcorn used by us is purchased with the sole object of producing nothing but the best.

The Staff we employ is experienced and highly efficient, guaranteeing the best of workmanship.

The Service we render you cannot be excelled.

The RESULT is—Satisfied Customers.

Make a CLEAN SWEEP of the Broom business in your community by selling ONLY the HIGH GRADE brooms made by

WATERLOO BROOM & BRUSH COMPANY LIMITED

Telephone 286 WATERLOO, ONTARIO



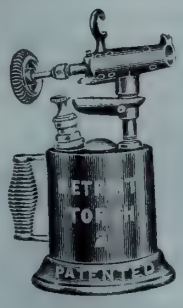
IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



Detroit Torch

Fully Inspected

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Capacity ..... 1 Qt.
Net Weight ... 4 lbs.
Shipping wgt., 6¾ lbs.

Detroit Torch & Mfg. Co.
Detroit, Michigan

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.



No. 38

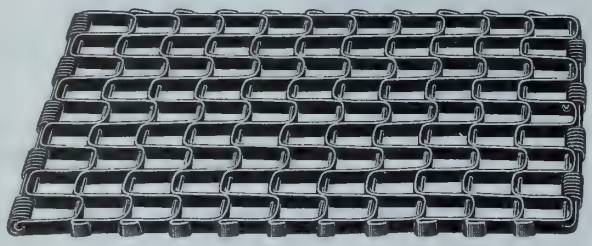
BLACKSMITH VISES

Solid steel jaws, shanks and leg—in fact forged in one piece. Rugged and well made.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St.
Warren, Ohio, U.S.A.

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Spring Sellers

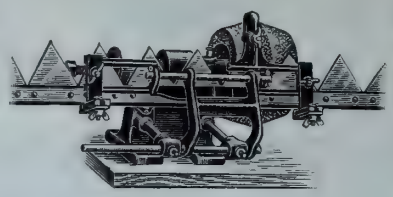


Keystone Flexible Steel Mats and Matting

Keystone Mats are flexible, reversible and durable. Special size mats of any desired dimensions made on short notice. They come in one hundred foot rolls, all widths from which are made complete mats, any length.

Stock sizes Nos. 1 to 8. Write for more details, also full particulars of our fast selling Automobile Mat and Ideal (Rigid) Wire Door Mats.

Port Hope Mat & Mfg. Co.
Port Hope, Ont.



Bull-Dog Power Grinder

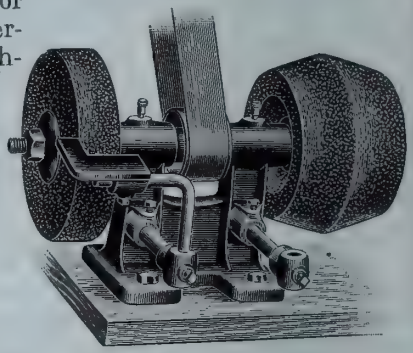
Farm Equipment—A line that sells

Ask Your Jobber



A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



Western Hardware Mfg. Co.
Milwaukee, Wisconsin

Domsteel Wire Products

"From Ore to Finished Product"

WIRE— **Barb, Coiled Spring, Galvanized** Bright, Annealed, Nail and Rivet Wire, Oiled and Annealed.

WIRE RODS— Nail and Rivet quality.

WIRE NAILS— Of all varieties. All standard and special gauges, including Large Head Felt Roofing Nails.

STAPLES— Bright and Galvanized.

DOMINION IRON & STEEL COMPANY, LIMITED

Works: Sydney, N.S.
General Sales Office: 112 St. James Street, Montreal
Sales Offices: Sydney St. John Montreal

Stocks: Sydney, St. John, and Montreal

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.





POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK



Retail Prices	
Single Spiral Colored Bands	$1.00 for 100
Ribbon Bands Colored	$1.65 for 100
Challenge Adjustable Bands	.90 for 100



Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.

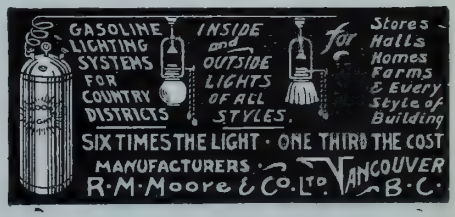


Sash Weights Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal





"Chief Ruff-Stuff"

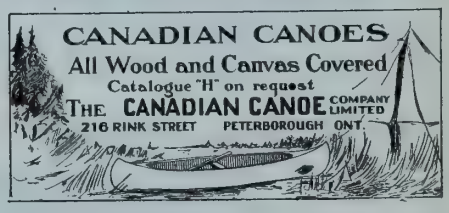
Stands for WAUSAU Sandpaper; it's so good that everybody's asking for the sandpaper with the Indian head on it. Get our new circulars.

Wausau Abrasives Company
114 So. Clinton St. - Chicago

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"

R. R. Kinread
72-74 Princess St. Winnipeg



"James Bros." Pilers

SHEFFIELD

Canadian Sales Agents

A. G. & A. L. Brown & Co.
Montreal

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—EXPERIENCED RETAIL HARDware salesman. Give experience, references and salary expected in handwritng. H. W. Bickle Co., Niagara Falls.

WANTED SALESMAN WHO ABSOLUTELY knows how to sell paint. Must have at least 3 years' exclusive retail paint experience. A big thing for the right man. Mills Hardware Co., Hamilton.

WANTED—A RETAIL HARDWARE SALESman who can write show cards and dress show windows exclusively, but must prove to us that he is almost semi-professional. Big opportunity for the right man. Mills Hardware Co., Hamilton.

WANTED — HARDWARE CLERK, 4 OR 5 years' experience. Must be good stock keeper and salesman. State experience and salary to Box 59, Hardware and Metal.

HARDWARE TRAVELLER WANTED FOR Northern Ontario to call on mining, lumbering and retail trade. Must be live wire. Box 17, Hardware and Metal.

WANTED—TRAVELLER CALLING ON HARDware trade to take ranges and heaters as a side line on commission. Territory, Toronto east to Brockville. Box 122, Hardware and Metal.

WANTED — HARDWARE CLERK, CAPABLE of taking charge. Give references, salary, etc. Box 47, Hardware and Metal.

WANTED—HARDWAREMAN NOT OVER 40 years of age, who has had 10 or more years' experience in retail or wholesale hardware business; must be a man of good appearance, well educated and a good business correspondent. Position offers splendid future for a man of good judgment. Do not apply unless ready to give complete details regarding qualifications in first letter. Also state salary. Position is with a large company at Toronto, Can. Box 108, Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, single, seven years' retail experience, desires change of position by April 1. Steady and not afraid of work. State particulars and salary. Box 84, Hardware and Metal.

WANTED — POSITION AS SALESMAN, 20 years old, four years' hardware experience. Open for engagement. Box 10, Hardware and Metal.

ENERGETIC SALESMAN WITH TEN YEARS' experience, married, desires position at once. Please state salary and particulars. Box 149, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, 23 years old, single, nine years' thorough experience, seeks position with progressive Western or Ontario firm. Box 44, Hardware and Metal.

EX-HARDWARE MERCHANT DESIRES POSItion with wholesale hardware in Toronto. Box 89, Hardware and Metal.

WANTED — POSITION AS SALESMAN, single, three years' retail experience. State particulars and salary. Box 97, Hardware and Metal.

A TRAVELLING SALESMAN WITH TEN years' experience as a safe salesman and eight years as a calendar salesman, with a first class record, is open for engagement with some reliable manufacturer or wholesaler, either east or west. Box, 101, Hardware and Metal.

WANTED

WANTED—GOOD RETAIL HARDWARE BUSIness, Western Ontario. Give full particulars. Box 14, Hardware and Metal.

FOR SALE

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

Birmingham Tool & Gauge Co.,
BIRMINGHAM
ALL KINDS OF CUTTERS
Canadian Sales Agents
A. G. & A. L. Brown & Co.
MONTREAL

TO MANUFACTURERS

We are open to represent manufacturers in Western Canada. We will not handle any competitive lines. Our organization offers manufacturers every facility necessary to successful marketing of their product. Get in touch with us at once.

A. J. MITCHELL SALES, LTD.
Board of Trade Bldg.
WINNIPEG, MAN.
Phone—A8569.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

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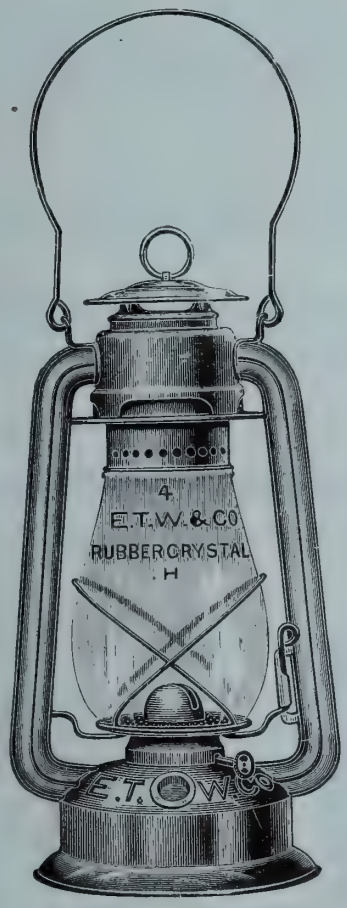
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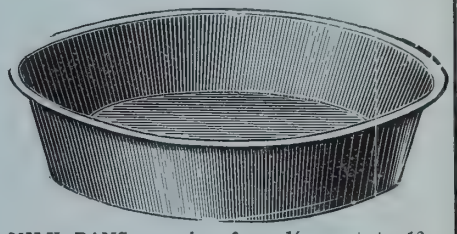
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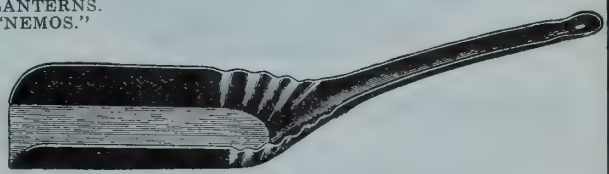
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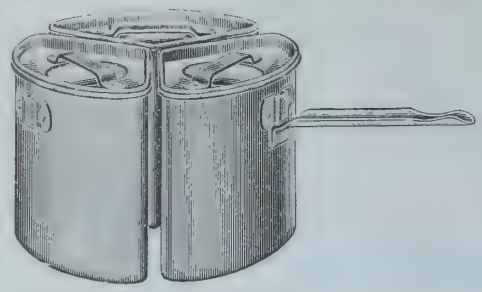


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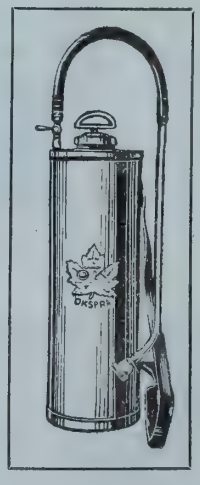
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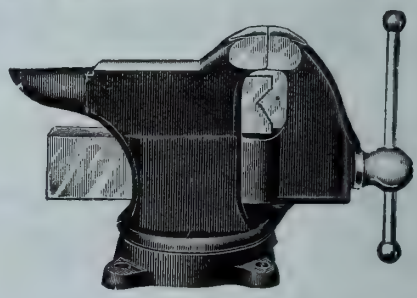
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INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. 111
Acme Shear Co., The 36
Adams & Elting Co. 295
Adcock & Brewer, Limited 141
Aero Mfg. Co., Ltd. 30
Air Tite Mfg. Co. 294
Allcock Laight, Westwood, Ltd. 298
Allen, J., & Sons 308
Alabastine Company Paris, Ltd. 250
Aluminum Goods Manufacturing Co. 335
Aluminum Specialty Co. of Canada 368
Aluminum Ware Manufacturing Co., Ltd... 133
American Flyer Co. 275
Ames-Holden & McCready 284
American Pad & Textile Co. 271
American Rolling Mills Co. 78-79
Anthes Foundry Ltd. 318
Anthony, W. J., & Co. 312
Ameroid Company 298
Ashdown Hardware Co., Ltd., J. H. 314-315
Atlas Iron & Metal Co. 362
Austin & Sons, Ltd., James..... 308
Atkins & Co., E. C. 72

Banwell-Hoxie Wire Fence Co., Ltd..... 63
Barnett Co., G. & H. 264
Barrett Co., Ltd., The 339
Barton Netting Co., The 313
Beach Foundry, Limited, The 85, 86, 87
Belleville Hdwe. & Lock Mfg. Co., Ltd..... 31
Berry Bros., Inc. 258
Birch, C. B. & Co. 304
Birmingham Small Arms Co., Ltd..... 297
Bissell Carpet Sweeper Co., of Can., Ltd... 132
Blow, J. J. 312
Boeckh Co., Ltd., The 231
Bolinders, J. & G. 394
Bond Engineering Works, Ltd. 56
Boston Varnish Co. 246
Bowser Co., Ltd., S. F. 266
Brainerd Mfg. Co. 347
Brandram-Henderson, Ltd. 244-245
Braun & Bonnick, Ltd. 268
Brantford Cordage Company, Limited 145
Brett Mfg. Co. 365
Bridgeport Hardware Mfg. Corp. 268
British Aluminium Co., Ltd. 358
British Smelting & Refining Co. 21
Brown Co., Ltd., A. G. & A. L. 365, 366
Brown, Wm. J. 134
Brown, Boggs Co., Ltd. 54, 55
Brown & Sharpe Mfg. Co. 112
Buncher & Haseler, Ltd. 304
Burrows, Stewart, Milne Co., Limited 106
Burgess Batteries, Ltd. 316
Burlington Products, Ltd. 352
Burgess, Norton Mfg. Co. 265
Burlington Windsor Blanket Co., Ltd. 351
Butterfield & Co., Inc. 58-59
Butler & Co., Ltd., George 309

Cameron & Co. 356
Canada Cycle & Motor Co., Ltd. 331
Canada Dry Cells, Ltd. 299
Canadian Die-Casting Co., Ltd. 365
Canada Decalcomania Co., Ltd. 20
Canada Foundries & Forgings, Ltd. 44-45
Canada Metal Co., Ltd. 343, 352,363
Canada Paint Co., Limited 238-239
Canada Steel Goods Co., Limited 4-5
Canada Wire & Iron Goods Co. 138
Canadian Blower & Forge Co., Limited 144
Canadian Canoe Co., Limited 365
Canadian Hart Products, Limited 48
Canadian Hdwe. & Implement Underwriters 320
Canadian Oil Companies, Limited 291
Canadian National Carbon Co., Ltd. 120, 121
Canadian Potato Machinery Co. 368
Canadian Wm. A. Rogers, Ltd. 76-77
Canadian Steel & Wire Co., Ltd. 360
Canadian Tube & Steel Products, Ltd. 362
Canadian Veneering Co., Inc. 148
Canadian Winkley Co., Ltd. 298
Cane & Sons Co., Ltd., William 368
Cannon Oiler Co. (successors to R. E. Bloomer) 301
Carborundum Co., The 37
Carhartt Cotton Mills, Ltd., Hamilton 115
Carter White Lead Co. of Canada, Ltd..... 264
Caverhill, Learmont & Co. 49-82
Chamberlain Desolvo Co., Ltd. 70
Channell Limited .....Inside front cover
Champion Spark Plug Co., Ltd. 290
Chicago Flexible Shaft Co. 12-13
Chicago Spring Butt Co. 361
Clare Bros. & Co., Limited 102, 103
Clark Co. & Bro. 132
Cleveland Stone Co., The 38
Cliff, Jabez & Co. 305
Collette Mfg. Co. 60
Coleman Lamp Co., Ltd. 71
Colts Patent Fire Arms Mfg. Co. 300
Coghlin Co., Ltd., B. J. 362
Collins Mfg. Co., The 80
Connor & Son, Ltd., J. H. 127, 128, 129
Consolidated Mining & Smelting Co. of Canada, Ltd. 140
Crane, Limited 349
Commercial Oil Co., Ltd. 299
Consumers' Cordage Co., Ltd. 68
Corning Glass Works 22
Crookes & Son, John 308

Davidson Mfg. Co., Ltd., Thos. 83
Dazey Churn & Mfg. Co. 135
Detroit Torch & Mfg. Co. 363
Dennis Wire & Iron Works Co., Ltd. 39
De Serres, Omer 372
Diamond Saw & Stamping Works 365
Dickenson, E. M. 313
Disston & Sons, Inc., Henry 26
Dominion Belting Co., Ltd. 62
Dominion Cartridge Co., Ltd. 137
Dominion Chain Company 285
Dominion Glass Co., Limited 138
Dominion Iron & Steel Co. 364
Dominion Linseed Oil Co. 260-261
Dominion Oilcloth & Linoleum Co., Ltd. .136-137
Dominion Sheet Metal Corp., Ltd. 23
Dominion Tack & Nail Co., Ltd. 301
Doon Twines, Ltd. 365
Dougall Varnish Co., Ltd. 259
Drew & Co., C. 148
Dowswell, Lees & Co., Ltd. 123
Dunlop Tire & Rubber Goods Co. 280-281
Du Pont de Nemours, E. I. & Co., Inc. ... 296
Dust Bane Mfg. Co., Ltd. 300

Eddy Co., Ltd., E. B. 15
Empire Stove & Furnace Co., Ltd. 98, 99
Enterprise Foundry Co., The 90-91
Ellin Thomas & Co., Ltd. 307
Ellis, Fred & Sons 310
Empire Level Co. 363

Flexible Shaft Company, Limited 34-35
Fawcett, Chas., Ltd. 273
Fenton Brothers, Ltd. 308
Fittings, Limited 363
Flint Varnish & Color Works of Can., Ltd... 253
Findlay Bros. Co., Ltd. 104
Ford Motor Company of Canada, Limited .. 292
Frost Steel & Wire Co., Ltd. 61

Galt Stove & Furnace Co., Ltd., The 92, 93
Gendron Manufacturing Co., Ltd. 10, 350
Geneva Cutlery Corp. 84
Giles, Fred & Sons 306
Gillette Safety Razor Co. 146
Glidden Co., Limited, The 247
Goodell-Pratt Co. 43
Goodyear Tire & Rubber Co. of Can., Ltd..276, 277
Graham Nail Works 341
Great West Smelting & Refining Co. 325
Greening Wire Co., Ltd., B. 108
Greenfield Tap & Die Corp. 42
Guarantee Sheet Metal & Roofing Co. 324
Gurney Foundry Co., Limited 100, 101
Guelph Spring & Axle Co., Ltd. 365
Gutta Percha & Rubber, Ltd. 282-283
Guthard, Edgar C., Co. 293
Hall Zryd Foundry Co., Limited 96-97
Hamilton Cotton Co. 40
Hamilton Stamp & Stencil Works 365
Hamilton Mirror Plate Co., Ltd. 294
Hanson Co., Ltd., J. H. 113
Hamilton Stove & Heater Co., Ltd. 3
Heinisch, R., Sons, Works 329
Hingston-Smith Arms Co., The 324
Hobbs Manufacturing Co., Ltd. 274
Hobbs Hardware Co., Ltd., The 53
Home Products Co. 358
Hoyt Metal Co., Limited 267
Hurley Machine Co., Limited 126
Hutton & Co., James 313
Hyslop Bros., Limited 288
Imperial Oil, Limited 74-302
International Malleable Iron Co. 17
International Varnish Co., Ltd. 240, 241

Jamieson & Co., Ltd., R. C. 232-233
Jardine & Co., Ltd., A. B. 328
Jenkins Bros., Ltd. 114
Johnson, Inc., E. E. 75
Johnson & Son, Limited, S. C. 251
Jennings Mfg. Co., Russell 365
Jones & Shipman, Ltd., A. A. 46

Kasement Skreene Dore Co. 107
Katie Foundry 143
Kellogg Manufacturing Co. 348
Kinread, P. R. 365
Kraeeter & Co., Inc. 333
Kribs, Ltd., W. A. 124, 125

Ladd & Co., D. J. 321
Laidlaw Bale Tie Co., Ltd. 266
Lafontaine & Harvey, Ltd. 313
Lamplough & Co., F. W. 343
Landers, Frary & Clark 2
Leader Company 325
Leslie, A. C. & Co. 149-150
Lane Unique Tool Co., Will B. 289
Lawson Mfg. Co. 50
London Gas Power Co., Limited 144
London Rolling Mills Co., Ltd. 353
Lufkin Rule Co. of Canada, Ltd. 374

Mab Company, The 313
Macdonald Wire Goods Co. 143
Manning, Hinton & Brissenden 365
Manitoba Steel & Iron Co., Ltd. 317
Marble Arms & Mfg. Co. 286
Marples & Company 306
Martin-Senour Co., Ltd. 242-243
Martin Co., The L. 8
Maxwells, Limited 328
McArthur & Co., Ltd., Alex. 81
McArthur, Irwin & Co., Ltd. .....Front cover
McClary Manufacturing Co., Ltd. 88-89
McAvity & Sons, Ltd., T. 287
MacDonald Wire Goods Company 143
McDougall, Ltd., The R. 134
Meakins & Sons, Ltd. 256-257
Macfarlane & Co., Ltd., A..... 50
McLain, The Louis Co., Ltd. 73
Maytag Company, Ltd., The 325
Miller Bros. Co., Ltd. 362
Millers Falls Company 24-25
Metal Weatherstrip Co. 354
Meyers, Fred J., Mfg. Co. 337
Mica Co. of Canada, Ltd. 357
Mitchell, R. S. 311
Mitchell, A. J., Sales Co. 366
Moore, Benjamin & Co., Ltd. 248-249
Moore & Co., R. M. 365
Morrison Brass Mfg. Co., Ltd., James 139
Motor Necessities Co. of Canada..... 325
Motor Sundries, Limited 278
Myers & Bro., F. E. 353

Nagle Co., H. 328
Napper & Davenport 311
National Electric Heating Co., Ltd. 118, 119

(Continued on page 374)

INDEX TO ADVERTISERS

(Continued from page 373)

National Machinery & Supply Co., Ltd..... 51
New Perfection Sprayer Co. 354
New Haven Clock Co. 69
Niagara Metal Stamping Corp. 370
Nicholson File Co. 359
Nineteen Hundred Washer Co. 130
Norcross & Sons, C. S. 359
North Star Oil & Refining Co., Ltd. 323
Northland Ski Mfg. Co. 299
Nor' West Farmer, Ltd., The 270
Nova Scotia Steel & Coal Co., Ltd..... 353

Oakey & Sons, Ltd., John 309
Ontario Lantern & Lamp Co., Limited . 130-354
Ontario Plate Glass Co. 301
O-Rib-O Manufacturing Co. 326
Otterville Manufacturing Co., Ltd. 360
Ottawa Paint Works, Limited 254
Owen Sound Wire Fence Co. 365

Pease Foundry Co., Limited 105
Peck, Stow & Wilcox Co. 65
Pedlar People, Ltd. 337
Partridge Tire Co. 369
Parmenter, Bulloch & Co., Ltd. 360
Perfection Stove Co., Limited 272
Pink & Co., Ltd., Thos. 343
Port Hope Mat. Mfg. Co. 364
Prairie City Oil Co., Ltd. 319
Pratt & Lambert, Inc. 252
Prentiss Wabers Stove Co. 303
Progressive Mfg. Co., The 362

Quality Tool Works 41

Ramsay & Son Co., A. 236-237
Regina Plate Glass Co. 264
Reed & Co., Limited, George W. 351
Ren Automotive Supply Mfg. Co. 300
Republic Stamping, Enamelling Co. of Canada, Limited 109
Remington U.M.C. of Canada, Ltd.....Back cover
Rice Lewis & Son, Ltd. 1-122
Rideau Specialty Co. 365
Rock Island Mfg. Co. 370
Rowbotham & Son, T. E. 308
Rubberset Company, Limited 262

Samuels, J. 350
Samuel, Benjamin & Co., M. & L.....
.....Inside Back Cover
Saskatchewan Glass & Supply Co., Ltd. 326
Sand & Sons, J. 269
Sanderson Pearcy & Co., Ltd..... 263
Sanderson, Harold & Co..... 363
Schultz Bros. Co., Ltd. 12, 13
Sheet Metal Products Co. of Canada, Ltd..... 11
Sheffield Twist Drill & Steel Co. 309
Sherwin-Williams Co. of Canada, Ltd.....234, 235
Schrader's Son, Inc., A. 298
Shurly & Co., Ltd., T. F. 350
Shurly-Dietrich Co., Ltd. 357
Simms & Co., Ltd., T. S. 255
Simonds Canada Saw Co., Ltd., Montreal.... 327
Slade Mfg. Co., Ltd. 131
Slater, N., Co., Ltd. 6, 7
Smith & Hemenway Co., Inc..... 362
Spielmann Agencies, Ltd. 299
Spramotor Co. 114
Stanley Works, The 52
Star Mfg. Co. 370
Star Specialty Mfg. Co. 14
Starrett & Co., L. S. 369
Steel Co. of Canada, Ltd., The..... 9
Steel Trough & Machine Co., Ltd..... 268
Stephens & Co., Ltd., G. F..... 322
Sterling Twine Co., Ltd. 363
Stevens & Co. 301
Stevens-Hepner Co., Ltd. 116
Stewart Mfg. Co., Ltd., Jas. 94, 95
Still Mfg. Co., J. H. 328
Stine Screw Holes Co. 358
Stratford Brass Co., Ltd. 350
Stratford Mfg. Co., Ltd. 116
Sturgeons, Ltd. 266

Taylor, J. J., & Co. 341
Taylor-Forbes Co. 18, 19
Thermos Bottle Co., Ltd. 142
Tide Water Oil Co., The 315
Toronto Lock Mfg. Co. 370
Toronto Plate Glass Importing Co., Ltd. ... 16
Towe & Towe 134
Trees & Co., Limited, Samuel 353
Trimont Mfg. Co. 358

Union Transit Co. 309
Union Iron & Metal Co. 327
United Brassfounders & Engineer, Limited.. 306
United Royalties Corporation 29

Vaughan & Bushnell Mfg. Co. 66
Veribest Aluminum Co. of Canada..... 131
Vono Co., The 310

Walker Bin & Store Fixture Co., Ltd. 357
Warren Tool & Forge Co. 363
Waterloo Broom & Brush Co., Ltd., The ... 363
Wausau Abrasive Co. 365
Westco Pumps, Ltd. 341
Western Hardware Mfg. Co. 364
Western Steel Products, Ltd. 327
Wheeler & Bain 47
Whites, Ltd. 27
Whyte Mfg. Co., Ltd., S. H. 301, 324
Wiebusch & Hilger, Ltd. 32, 33
Williams & Co., Ltd., J. H. 28
Wilckes, Martin & Wilckes Co..... 365
Wilkinson & Kompass 370
Wiss & Sons Co., J. 345
Woodstock Wagon & Mfg. Co., Ltd. 145
Woods Mfg. Co. 299
Woods & Co., Walter 67
Wright, E. T., Co., Ltd. 64, 367
Wrought Washer Mfg. Co. 352



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PRICE LIST OF EXTRAS ON SEAMLESS BRASS AND COPPER TUBING—Subject to Change Without Notice

BASE PRICE QUOTED ON APPLICATION

—WALL— Stubs' Gauge.	B.&S. Gauge.	Thousandths.	—OUTSIDE DIAMETER— 1/32—.0312	3/64—.0468	1/16—.0625	5/64—.0781	3/32—.0937	7/64—.1093	1/8 —.125	9/64—.1406	5/32—.1562	11/64—.1718	3/16—.1875	13/64—.2031	7/32—.2187	15/64—.2343	1/4 —.250	9/32—.2812	5/16—.3125	11/32—.3437	3/8 —.375	7/16—.4375	1/2 —.500	9/16—.5625	5/8 —.625	3/4 —.750	7/8 —.875	1"—1.000
18	16	.050							.52	.46	.40	.35	.31	.28	.25	.22	.19	.17	.15	.13	.13	.12	.11	.10	.09	.08	.07	.07
19	17	.045							.55	.50	.45	.39	.34	.32	.29	.26	.23	.20	.16	.14	.14	.13	.12	.11	.10	.09	.08	.08
..	18	.040							.57	.52	.47	.41	.33	.34	.31	.28	.25	.23	.18	.16								
20	19	.0358					.68	.63	.58	.53	.48	.42	.37	.35	.32	.29	.26	.24	.20	.18	.18	.16	.14	.13	.12	.11	.10	.10
21	20	.0319					.70	.65	.60	.55	.50	.44	.38	.36	.33	.30	.27	.26	.23	.20	.20	.18	.16	.15	.14	.13	.12	.12
22	21	.0284					.72	.67	.62	.57	.52	.46	.40	.38	.35	.33	.30	.28	.25	.22	.22	.20	.18	.17	.16	.15	.14	.14
23	22	.025			.98	.86	.75	.70	.65	.60	.55	.49	.43	.40	.37	.35	.33	.31	.28	.25	.25	.23	.20	.19	.18	.17	.16	.16
24	23	.0225			1.03	.90	.78	.72	.67	.62	.57	.51	.45	.43	.40	.38	.36	.34	.31	.29	.31	.26	.24	.23	.22	.21	.19	.18
25	24	.020			1.06	.94	.82	.76	.70	.64	.59	.53	.48	.46	.43	.42	.40	.38	.37	.36	.34	.29	.27	.25	.24	.23	.22	.22
26	25	.0179		1.48	1.09	.97	.85	.78	.72	.66	.61	.55	.50	.48	.46	.44	.44	.41	.40	.33	.35	.30	.28	.26	.25	.24	.23	.23
27	26	.0159		1.52	1.12	1.00	.88	.81	.75	.70	.65	.58	.52	.50	.48	.46	.44	.43	.42	.40	.37	.33	.32	.30	.30	.29	.28	.27
28	27	.014		1.56	1.17	1.05	.93	.86	.80	.74	.68	.62	.56	.53	.50	.48	.46	.45	.44	.43	.40	.36	.35	.33	.32	.31	.30	.30
29	28	.0126	1.97	1.62	1.22	1.10	.98	.91	.84	.78	.72	.66	.60	.57	.53	.51	.48	.47	.46	.45	.42	.38	.37	.36	.35	.34	.33	.32
30	29	.011	2.23	1.63	1.28	1.16	1.05	.97	.90	.83	.76	.69	.62	.60	.57	.54	.50	.49	.48	.47	.44	.40	.39	.41	.42	.41	.42	.43
31	30	.010	2.45	1.78	1.33	1.28	1.18	1.09	1.01	.93	.85	.76	.67	.65	.62	.58	.53	.52	.51	.50	.47	.43	.42	.44	.49	.50	.51	.52
32	31	.0089	2.72	1.87	1.48	1.33	1.28	1.18	1.10	1.02	.94	.83	.75	.73	.70	.67	.63	.60	.57	.55	.50	.48	.49	.51	.53	.56	.58	.63
33	32	.0079	3.49	1.97	1.58	1.48	1.33	1.28	1.18	1.10	1.02	.91	.80	.78	.75	.71	.68	.65	.62	.59	.56	.58	.60	.62	.64	.66	.68	.71
34	33	.007	3.68	2.26	1.77	1.67	1.57	1.48	1.39	1.29	1.21	1.12	1.03	.97	.92	.87	.81	.76	.71	.65	.60	.62	.64	.66	.69	.72	.76	.80
..	34	.006	4.17	2.55	1.96	1.86	1.77	1.66	1.56	1.46	1.36	1.26	1.16	1.10	1.05	1.00	.95	.87	.81	.76	.71	.73	.75	.80	.85	.90	.94	.98
..	35	.0056	4.70	2.86	2.15	2.05	1.96	1.85	1.74	1.64	1.54	1.44	1.34	1.28	1.21	1.15	1.08	.98	.92	.87	.81	.84	.87	.91	.98	1.03	1.08	1.16

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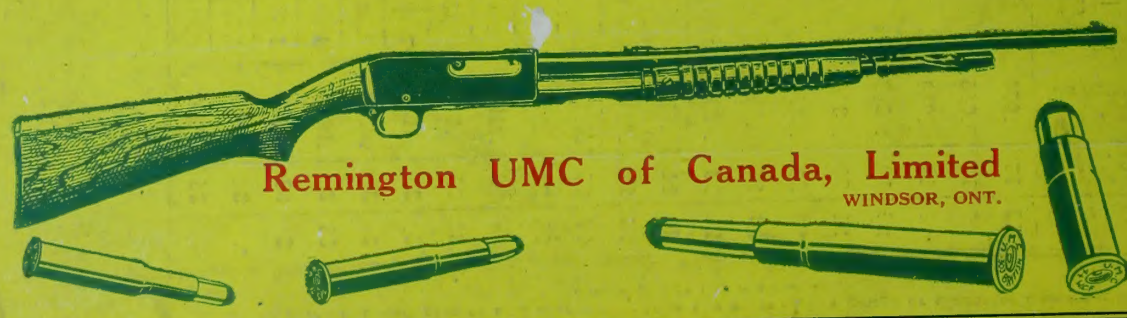
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